

PAM Professor (Corporate Programs / Executive Education)

Company:

Barna Management School

Location:

Dominican Republic / Santo Domingo

Discipline:

Employment Type:

Permanent Full-time

Posted:

11/02/2026

Contact Person:

Yniolit Ynoa - gestionhumana@barna.edu.do / If you wish to apply for this position, please specify that you saw it on AKADEUS.

PAM PROFESSOR - Fluency in Spanish

Barna Management School is seeking a senior, full-time professor to lead the academic development of its **In-Company (Corporate Programs) area**, a strategic pillar of the school's executive education offering.

About Barna

Barna Management School is the premier business school in the Caribbean, located in the Dominican Republic (population: 11,519,595). It has two campuses: the main campus in Santo Domingo, the capital, and a second campus in Santiago, the country's industrial hub. Both campuses provide postgraduate education, while the undergraduate program remains separate from this role.

Barna is funded by the Dominican Republic's business community, granting faculty access to an extensive corporate network for research and consulting. The school maintains a strategic partnership with IESE, Spain's top business school, and collaborates with other IESE-affiliated institutions, adopting its humanistic approach to business education.

Profile and requirements:

- Fluency in Spanish (all client and internal communication is conducted in Spanish).
- Fluency in English (preferred).
- PhD or Doctorate in Management (preferred)

- Excellent communication and interpersonal skills.
- Strong client-facing and commercial acumen.
- Familiarity with participant-centered learning methodologies, particularly in executive or adult education.
- A minimum of eight years of experience teaching in the business field, including experience in managerial or leadership roles.
- Experience in sales or business development, especially related to executive education or academic programs, is highly valued.
- Experience in business consultancy (preferred)
- Experience in dealing with government sectors is also highly valued.

Benefits of Working with Us

- A dynamic academic environment with highly motivated colleagues.
- A welcoming culture for expatriates.
- Annual salary according with experience between US\$85,000 and US\$100,000 and other fringe benefits.
- Relocation benefits for the first five years of employment.
- Opportunities for direct interaction with top business and political leaders in the Dominican Republic.

The position offered

The offered role sits at the intersection of academia, corporate and government relations and business development. The successful candidate will work closely with the sales team and the academic department, as well as with corporate clients and government sectors —both existing and prospective—to design and deliver high-impact, customized learning solutions aligned with each organization's strategic objectives.

The incumbent will be responsible for the academic design of corporate development and training programs proposed to clients. Upon approval, he or she will lead the execution of these programs, selecting appropriate faculty from Barna's academic body and ensuring the timely availability of learning materials, venues, and all related resources required for successful delivery. The role also includes providing academic guidance and support to program participants throughout the learning process.

The position requires active collaboration with the sales team, including participation in client meetings when academic insight enhances proposal quality and relevance. A deep understanding of each client's organizational culture and expectations will be essential to ensure that proposed programs meet both academic standards and business needs.

In addition to these responsibilities, the professor will teach graduate-level courses in his or her area of expertise and contribute to the academic strength and reputation of the school.

If you are ready to help shape the next generation of strategic leaders and contribute to an institution that values meaning and impact, we invite you to apply.

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