Candidate Information

Position:	Business Development Manager
School/Department:	Centre for Secure Information Technologies
Reference:	18/107013
Closing Date:	Tuesday 29 January 2019
Salary:	£33,936 - £51,138 per annum (potential to progress to £54,891 per annum through sustained exceptional contribution)
Anticipated Interview Date:	Thursday 7 or Friday 8 February 2019

JOB PURPOSE:

To proactively develop collaborative relationships and an active stakeholder community for the Research Institute in Secure Hardware and Embedded Systems (RISE) with national and international external organisations including, large and small companies, research organisations, government bodies and venture capitalists.

MAJOR DUTIES:

1. Liaise with industry, government departments and agencies, business and public bodies, and other relevant stakeholders as both a means of identifying opportunities for business and promoting capability and capacity within RISE and the University.
2. Work with RISE Director and ECIT Head of Business Development to develop appropriate industrial engagement models and proactively seek to increase industry involvement through engagements with external companies across the UK and internationally.
3. Work with RISE Director and ECIT Head of Business Development to agree promotional and market engagement strategy for RISE, including use of social media, web site and engagement events. Support the delivery of the strategy in collaboration with other members of the ECIT team.
4. Develop, identify and present commercial opportunities and business models to existing and potential new external partners and stakeholders.
5. Build strong and vibrant linkage with the Catapult Network, the other UK Cyber Security Research Institutions, and other growth support organisations.
6. Encourage and support innovation and entrepreneurship activities within RISE e.g. promoting the creation of spin-outs and encouraging the engagement and opportunities with start-up and spin-in companies. Work in partnership with ECIT commercial staff.
7. To work closely with Queen's Research and Enterprise Directorate to manage IP assets for Queen's research projects within RISE and support appropriate commercialisation activity. Work with commercial staff from other stakeholder Universities to determine appropriate IP arrangements for other University projects being delivered within the RISE framework.

Planning and Organising:
1. Contribute to the development of strategic plans for RISE.
2. Researching, defining, planning and developing programmes to ensure active stakeholder engagement through collaborative programmes. Facilitate these plans, define arrangements, and submit them to appropriate supporting bodies.
3. Researching and defining the areas of technical expertise or achievement within RISE projects. Matching these with relevant commercial enterprises both nationally and internationally.

Resource Management Responsibilities:
1. Required to set and prioritise personal day to day activities in order to realise plans and programmes.
2. Encouraging the development of opportunities through influencing and supporting colleagues and clients and also understanding the various practical and financial assistance required.
3. Contribute to overall planning and budget processes within RISE.

Internal and External Relationships:
1. Prioritising and pro-actively creating opportunities to facilitate meaningful contact between RISE expert personnel and appropriate stakeholders.
2. Sustaining such contact where the prospects of active engagements appear.
3. Pursuing such relationships to deliver active engagement across a wide group of stakeholders.

ESSENTIAL CRITERIA:
1. Honours degree, or equivalent qualification, in Business, Marketing, Electrical/Electronic Engineering, Computer Science or a related discipline.
2. A proven track record of managing commercial partnerships in a high tech working environment.
3. Proven experience of developing relationships with both customers and technical specialists.
4. Experience of building partnerships, marketing, selling and negotiations in multiple sectors or geographies
5. Experience of partnering with senior management in large multinational companies and small to medium enterprises (SMEs)l.
6. Ability to quickly understand a problem with a logical and systematic approach to solving problems.
7. Excellent communications with a successful track record in business development and relationship management s.
8. Strong personal organisation and time management skills.
9. Good team player with strong interpersonal skills.
10. Self-motivation with evidence of showing resilience and an ability to use own initiative.
11. Willingness to attend meetings and conferences nationally and internationally.
12. Available to work irregular hours in pursuit of major projects in accordance with needs of the post.

DESIRABLE CRITERIA:
1. Experience of working in the security sector or hardware domain.
2. Experience of working with legal experts and customers to manage commercial contract negotiations.
3. A working knowledge of industrial collaboration with academic/research institutes.
4. A working knowledge of Intellectual Property management, e.g. patent application and filing process.