

## Candidate Information

<b>Position:</b>	Business Development Manager (Agri-Food)
<b>School/Department:</b>	The Institute of Electronics, Communications and Information Technology (ECIT)
<b>Reference:</b>	22/110017
<b>Closing Date:</b>	Monday 8 August 2022
<b>Salary:</b>	£35,000 - £50,000 per annum (subject to review). An attractive remuneration package, commensurate with the seniority and responsibilities of the role, will be provided.
<b>Anticipated Interview Date:</b>	Wednesday 24 August 2022
<b>Duration:</b>	Permanent

### JOB PURPOSE:

The Global Innovation Institute (GII) is a once-in-a-lifetime opportunity to drive ECIT's research and innovation in Secure Connected Intelligence into multiple market sectors, as part of a £58M investment. The BDM (Agri-Food) will proactively build new partnerships, secure new business and funded research opportunities, and develop collaborative relationships in support of the GII Agri-Food theme with external organisations including large and small companies, public sector stakeholders, national and international research organisations and government bodies.

### 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 collaboration and promoting the capability and capacity within GII, IGFS and the University.
2. Develop, identify and present commercial opportunities and business models to existing and potential new external partners.
3. Work with the IGFS management team and other agri-food sector research, innovation and policy leaders (including CAFRE, AFBI, INI, DAERA, UKRI, SFI) to build synergies and drive GII-relevant interdisciplinary research and innovation funding opportunities in the agri-food tech and digital sectors.
4. Work closely with all other Belfast Region City Deal Innovation Projects and Pillars to maximise synergies and drive new opportunities.
5. Work with GII research directors and GII Commercial Team to develop and deliver appropriate industry engagement and membership models and proactively seek to increase industry involvement through engagements with external companies across the UK and internationally.
6. Build strong and vibrant linkages with diverse organisations including the Catapult Network EPSRC, Innovate UK, Invest NI, InterTrade Ireland, and other growth support organisations.
7. Work with GII Head of Innovation and GII Agri-Food Lead to support innovation and entrepreneurship activities within GII e.g. helping in the creation of spin-outs and encouraging the engagement and opportunities with start-up and spin-in companies.
8. Work with GII Director of Engineering and GII Agri-Food Lead to engage in internal and external collaboration projects in support of the development of demonstrators and proofs of concept based on relevant academic outputs.
9. Work with GII Director of Multidisciplinary research and GII Agri-Food Lead to ensure appropriate and timely industry and market input to GII multidisciplinary projects, identifying and building relationships with new industry partners as required.
10. To work closely with Queen's Research and Enterprise Directorate to manage IP assets and Proof of Concept projects, working with and adhering to the Queen's Patent Investment Gate process.

### ESSENTIAL CRITERIA:

1. Honours degree, or equivalent qualification, in Business, Marketing, Electrical/Electronic Engineering, Computer Science, Agri-Food Sciences or a related discipline.

2. A minimum of 2 years experience working in the Agri Food sector with a proven track record of:
  - Developing and managing relationships with both commercial customers and technical specialists; and
  - Operating within international markets/commercial entities.
3. Negotiating and Influencing at Senior level.
4. Demonstrable experience of significant responsibilities within a bid process and contributing to multi-disciplinary teams, as well as identifying suitable opportunities for business growth.
5. Track record of understanding problems, and logical/systematic approach to developing solutions.
6. Excellent communications and selling skills.
7. Strong personal organisation and time management skills.
8. Good team player with strong interpersonal skills.
9. Self-motivation with ability to use own initiative.

**DESIRABLE CRITERIA:**

1. Experience of working in the Agri-Food sector with a clear understanding of converging enabling technologies and Agri-Food innovations.
2. Experience of technology product development and launch.
3. Experience of working with or within start-up companies.
4. Experience of European Framework Programmes and consortium development.
5. Experience of working with legal experts and customers to manage commercial contract negotiations, including IP management.
6. A working knowledge of industrial collaboration with academic/research institutes.
7. A working knowledge of Intellectual Property management, e.g. patent application and filing process.