

## Candidate Information

**Position:** GII Business Development Manager - Health  
**School/Department:** School of Electronics, Electrical Engineering and Computer Science  
**Reference:** 22/110018  
**Closing Date:** Tuesday 9 August 2022  
**Salary:** £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. The candidate will also be eligible to join the USS.  
**Anticipated Interview Date:** Friday 26 August 2022

### JOB PURPOSE:

The Global Innovation Institute (GII) is a £58M investment as part of the Belfast Region City Deal. As an Innovation Pillar, GII will deploy secure connected intelligence to address some of the greatest global challenges of our age. A unique inter-disciplinary partnership between ECIT and MHLS, GII is driving data-enabled innovation to address challenges in both public and private sectors, locally, nationally and globally. The BDM (Health) represents a once-in-a-lifetime opportunity for an ambitious individual to help drive a transformative step change in how we use data to enhance human health and deliver societal benefit. The BDM (Health) will proactively build new partnerships (both public and private sector), secure new business and enable funded research opportunities. They will maximise and nurture collaborative relationships 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 to identify opportunities for collaboration and for promoting the capability and capacity within GII and the University.
2. Develop, identify and present robust commercial opportunities and business models to existing and potential new external partners.
3. 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.
4. Build strong and vibrant linkages with diverse organisations including the Catapult Network, EPSRC, Innovate UK, Invest NI, InterTrade Ireland, UKRI, HDR UK, Wellcome Trust, and other growth support organisations. .
5. Work closely with all other Belfast Region City Deal Innovation Projects and Pillars to maximise synergies and drive new opportunities
6. Work with GII Head of Innovation and GII Health 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.
7. Work with GII Director of Engineering and GII Health 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.
8. Work with GII Director of Multidisciplinary Research and GII Health Lead to ensure appropriate and timely industry and market input to GII multidisciplinary projects, identifying and building relationships with new industry partners as required.
9. Liaise 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, Health and Life Sciences or a related discipline.
2. A minimum of 2 years experience working in the Health or Life Sciences sector with a proven track record of;
  - Developing and managing relationships with both commercial customers and technical specialists.
  - 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 Health sector with a clear understanding of converging enabling technologies and health 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.
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.