



## Candidate Information

<b>Position:</b>	Business Alliance Manager - AMIC, Belfast Region City Deal
<b>School/Department:</b>	Belfast Region City Deal
<b>Reference:</b>	23/110859
<b>Closing Date:</b>	Monday 15 May 2023
<b>Salary:</b>	£44,414 - £54,421 per annum.
<b>Anticipated Interview Date:</b>	Thursday 8 June 2023
<b>Duration:</b>	Fixed term for 3 years

### JOB PURPOSE:

Reporting to the AMIC CEO / Head of Business Alliance, the post holder is responsible for establishing and developing strategic relationships and partnerships between the University and the business community, with a specific focus upon engineering and manufacturing innovation. The role will seek to identify collaborative research opportunities, provide support to AMIC staff in working with external funders regionally and nationally, and lead the development, writing and submission of grant applications.

### MAJOR DUTIES:

1. To develop strategically important relationships with key stakeholders from the business community regionally, nationally and internationally. Working closely with those stakeholders from the engineering and manufacturing sectors to develop strategies for collaborative research activities, using a depth of discipline-related knowledge and expertise.
2. To maintain an up-to-date awareness of collaborative research funding mechanisms (e.g. Invest NI, Innovate UK, EU, All-island) and match these to AMIC priorities, staff and collaborators, with a view to developing collaborative grant applications in engineering and manufacturing sectors. To use initiative to identify and pursue collaborative R&D opportunities.
3. To provide specialist project management support for major collaborative R&D projects within AMIC, leading the submission of grant applications, working with the AMIC Business Development team to deliver industry-relevant, sustainable outcomes. This will involve working across a range of collaborative partners to develop project plans and manage specialist issues such as deliverables, IP and project communications.
4. To provide an outward-looking interface for the University in its research collaborations with industrial partners within the engineering and manufacturing sectors. In particular, managing key strategic relationships and identifying long-term objectives as well as working with SME partners to provide tactical support and advice.
5. To implement, coordinate and manage mechanisms to drive collaborative research within the engineering and manufacturing sectors. This may include the management of industry placements/secondments, the development of networks, monitoring of progress and measurement of outcomes.
6. To develop networking and communication channels with key business stakeholders to foster closer working relationships and to develop the University's profile in the engineering and manufacturing sectors.
7. To provide support to researchers within the engineering and manufacturing sectors in the pricing and negotiation of collaborative research projects at the development stage, assisting academic and related staff with project planning and application development.
8. To represent the University on external fora and develop the University's reputation, input and influence in its engagement with policy-makers and businesses. (E.g. DfE, Matrix, Innovate UK).
9. To develop and maintain an awareness of the needs of SMEs within the engineering and manufacturing sectors, seeking to identify common business needs and solutions through collaborative research, specialist support and/ or CPD opportunities.
10. To manage the University's wider relationships with businesses, research institutes and Further Education colleges within the region seeking to ensure a joined-up and cohesive approach to industry-related initiatives.

### ESSENTIAL CRITERIA:

1. An honours degree or equivalent in a relevant subject area e.g. Engineering, Manufacturing, ICT.
2. Experience of working within an experimental or developmental research environment.

3. At least 3 years relevant recent experience of managing relationships and project management in a collaborative context.
4. Experience of working with the business community and personal responsibility for ensuring socio-economic outcomes are delivered.
5. Practical experience of compiling grant/contract bids and the processes involved.
6. Well-developed analytical skills and ability to analyse complex information to problem solve and inform decision making.
7. Excellent written and oral communication skills as well as an ability to influence at all levels.
8. Evidence of strong interpersonal and networking skills with ability to relate to and influence internal and external stakeholders.
9. Ability to work independently with a high level of self-motivation, whilst also working in a wider team.

**DESIRABLE CRITERIA:**

1. A relevant postgraduate or professional qualification.
2. Evidence of large-scale project planning and management.
3. A track record of success in a private sector context.
4. Demonstrable evidence of experience and expertise in Financial Management.
5. Evidence of managing events/ workshops involving members of the business community.
6. Demonstrable knowledge of current and potential developments related to all aspects of university research and the funding of research in a University.