

Candidate Information

Position: Business Development Manager - Cyber Security
School/Department: The Institute of Electronics, Communications and Information Technology (ECIT)
Reference: 23/111296
Closing Date: Monday 16 October 2023
Salary: £45,275 - £59,454 per annum
Anticipated Interview Date: Thursday 2 November 2023
Duration: Permanent

JOB PURPOSE:

The Cyber Security BDM, working with a senior BDM for CSIT on an account / industry sector split, will proactively build new partnerships, secure new business and funded research opportunities, and develop collaborative relationships in support of CSIT and its contribution to GII. These relationships will span external organisations including large and small companies, public sector stakeholders, national and international research organisations and government bodies.

Background:

CSIT (Centre for Secure Information Technologies) is a core Research Centre within the Global Innovation Institute (GII). CSIT is the UK's Innovation and Knowledge Centre for cyber security based at Queen's University Belfast (QUB). Founded in 2009, CSIT researchers couple major breakthroughs in the field of secure information technologies with a proven model of innovation and commercialisation to drive technological advantage and resilience across industry sectors.

The Global Innovation Institute (GII) is a once-in-a-lifetime opportunity to drive CSIT's research and innovation, and that of other centres for Wireless Technologies and Data Science & AI (known together as 'Secure Connected Intelligence') into multiple market sectors, as part of a £60m+ investment.

MAJOR DUTIES:

1. Liaise with industry in the cyber security and other industry sectors, 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 CSIT and the University.
2. Develop, identify and present commercial opportunities and business models to existing and potential new external partners.
3. Work with the CSIT research director and other CSIT and GII colleagues to develop and deliver appropriate industry engagement and membership models and proactively seek to increase industry involvement through engagements with external companies across NI, the UK and internationally.
4. Work closely with the other disciplines within the GII, especially Data Science/AI and Wireless Technologies, to maximise synergies and drive new opportunities.
5. Build strong and vibrant linkages with diverse organisations including the EPSRC, Innovate UK, other parts of UKRI, Invest NI, InterTrade Ireland, NIO, DSIT, DSTL, NCSC and other sectoral and growth support organisations.
6. Work with the GII Head of Innovation and other GII colleagues to support innovation and entrepreneurship activities within GII that leverage CSIT excellence, 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 the GII Director of Engineering and a mix of CSIT and GII researchers 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 the GII Director of Multidisciplinary Research and others, as required, to ensure appropriate and timely industry and market input to GII multidisciplinary projects, identifying and building relationships with new industry partners as required.
9. 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.

10. Work closely with the Queen's Contracts team to issue collaborative agreements between CSIT and industry and stakeholder partners.

ESSENTIAL CRITERIA:

1. Honours degree, or equivalent qualification, in Business, Marketing, Electrical/Electronic Engineering, Computer Science or a related discipline.
2. Recent (within the past 5 years) , relevant experience working in the Cyber Security sector, or in the application of Cyber Security in one or more industry sectors, with a proven track record of:
 - a. developing and managing relationships with both commercial customers and technical specialists
 - b. operating within international markets / commercial entities.
3. Negotiating and influencing at a 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. Demonstrable ability to quickly understand a problem with a logical and 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.
10. Willingness to attend meetings and conferences nationally and internationally.

DESIRABLE CRITERIA:

1. Longer term experience of working in the Cyber Security sector, or one or more sectors with heavy application of Cyber Security and other GII technologies, with a clear understanding of the converging enabling technologies and 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.