

Candidate Information

Position:	Business Alliance Manager (Agrifood and Nutrition)
School/Department:	Research and Enterprise
Reference:	24/111620
Closing Date:	Monday 4 March 2024
Salary:	£46,497 - £57,141 per annum
Anticipated Interview Date:	Friday 12 April 2024
Duration:	Permanent

JOB PURPOSE:

Reporting to the 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 Agrifood and Nutrition research. The role will seek to identify collaborative research opportunities, provide support to academic staff in working with external funders regionally and nationally, and lead initiatives to facilitate increased and improved business collaboration.

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 Agrifood and Nutrition 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, BBSRC) and match these to academic staff within the University, with a view to developing collaborative grant applications in the Agrifood and Nutrition 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 Agrifood and Nutrition research, working with leading researchers 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 Agrifood and Nutrition 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 Agrifood and Nutrition 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 Agrifood and Nutrition sectors.
7. To provide support to researchers within the Agrifood and Nutrition sectors in the pricing and negotiation of collaborative research projects at the development stage, assisting academic 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. DAERA, DfE, NIFDA).
9. To develop and maintain an awareness of the needs of SMEs within the Agrifood and Nutrition 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. Biological Sciences, Food Science, Business Administration.

2. Substantial relevant experience of working within a scientific research environment to include:
 - An understanding of the delivery of research projects.
 - Experience of developing the business case for a research project.
 - An appreciation of the priorities of professional research staff.
3. Evidence of managing relationships and project management in a collaborative context within the Agrifood or Nutrition sector.
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.