



Candidate Information

Position:	Business Development Manager
School/Department:	School of Biological Sciences
Reference:	24/111667
Closing Date:	Monday 11 March 2024
Salary:	£46,497 per annum
Duration:	Fixed term contract until 31 December 2029

JOB PURPOSE:

The Climate+ Co-Centre is a tri-jurisdictional Co-Centre spanning Northern Ireland, Great Britain and the Republic of Ireland, funded by Science Foundation Ireland (SFI), UKRI and DAERA, and managed jointly by QUB and Trinity College Dublin, and will be the home of research, innovation, and policy development across the interlinked challenges of climate change, biodiversity loss, and water degradation on the islands of Ireland and Britain.

The Business Development Manager for Climate+ will work as part of a new Operations Team to play a pivotal role in developing and managing strategic industry partnerships, securing business and funding opportunities, and cultivating collaborative relationships across four critical industry facing domains of Agri-Food Transitions, Sustainable Communities and Livelihoods, Risks and Opportunities, and Investing in Carbon and Nature. The four themes represent an investment by business partners of £13.2M to date in the Climate+ Co-Centre. The candidate will work closely with the Co-Centre's Co-Directors, Executive Director and Business Development Manager in the Rol to oversee these strategic business areas in sustainability, with a particular focus on finance and business in the climate, in addition to biodiversity and water domains.

MAJOR DUTIES:

1. Establish strong working relationships and professional account management of existing Co-Centre industry partners, seeking further opportunities for growth in partnerships with industry and businesses, in particular the Agrifood sector, renewable energy sector, water utility & insurance sectors and nature-based enterprises.
2. Liaison with relevant industry, government departments and agencies, business and public bodies, NGOs and other relevant stakeholders as a means of identifying opportunities for collaboration and potential for further external investment in research and development.
3. Work closely with the Co-Directors, Executive Director, Rol Business Development Manager and partnership institutions to identify opportunities to maximise impact from research and proactively seek to increase industry involvement through engagements with external companies across Rol, NI, GB and internationally.
4. Work closely with the Rol Business Development Manager to identify all-island opportunities for industry outreach and engagement and plan a calendar of activities and events with potential investors (e.g. trade shows, breakfast meetings to showcase research findings, workshops and seminars).
5. Develop, identify and present commercial opportunities and business models to existing and potential new external partners in line with ambitious targets for the Co-Centre for future income generation.
6. Work closely with all other Co-Centre partners to maximise synergies and drive new opportunities with industry e.g. establishing new research collaborations to establish a Transport, Energy, or Health Spoke Programme.
7. Work across the partnership to support innovation and entrepreneurship activities within the Co-Centre e.g. facilitating the creation of spin-out companies based on Climate+ research and encouraging engagement with start-up and spin-in companies, ensuring maximisation of the economic impacts from Climate+ and the regions involved in the Co-Centre.
8. Explore and develop a business model for the provision of consultancy services by the Co-Centre by identifying opportunities for an integrated business and environmental approach to climate, biodiversity, and water.

9. Provide necessary support to industry and business partners who have co-designed and provided financial support to support existing Targeted Projects (TPs) and report any risks as necessary through the appropriate governance structures of the Co-Centre.
10. Facilitate the contribution of industry partnerships contribute to the Climate+ research programme and provide a strong pathway for knowledge transfer in both directions.
11. Support the work of the Industry Advisory Board including preparation of agendas, papers and reports and providing support to the Chair as necessary.
12. Reporting on the progress on delivery of objectives, goals and KPIs relating to industry and business engagement in accordance with the terms and conditions of the funding grant, and support industry partners to ensure they fulfil the obligations of the funder.
13. To work closely with the relevant internal university departments and IP professionals to document, record and manage IP assets and Proof of Concept projects, adhering to legislation and policies in the different jurisdictions. Work with industry partners to ensure the appropriate Collaborative Research Agreements are signed.
14. Demonstrate a commitment to equality, diversity and inclusion through continuous development and modelling inclusive behaviours.
15. The duties of the post outlined above are not exhaustive and the post holder is expected to be cooperative and flexible, undertaking such other duties as may from time to time be reasonably expected of a member of managerial staff in the University with a coordinating role across multiple external institutions and stakeholders. These duties are subject to review in line with the changing requirements of the Co-Centre and with the development needs of the post holder as identified through regular Personal Development Review.

ESSENTIAL CRITERIA:

1. Honours degree, or equivalent qualification PLUS a minimum of 4 years' experience working in the Sustainability / Finance sector with a proven track record of:
 - developing and managing relationships with industry and business partners both locally and nationally.
 - ability to sell ideas, products and services to a diverse range of industry and business partners.
 - Identifying and converting new business opportunities and leads. OR; Substantial recent and relevant experience in a directly relevant role in the climate and sustainability sectors.
2. Excellent communication and interpersonal skills with the ability to communicate goals and engage and motivate others and achieve buy-in.
3. Strong negotiation skills with the with demonstrable experience of influencing at a Senior level.
4. Demonstrable experience in significant responsibilities within a bid process, contributing to multi-disciplinary teams, and identifying suitable business growth opportunities.
5. Ability to think strategically and evidence of contributing to departmental level strategic planning.
6. Demonstrable ability to quickly understand a problem with a logical and systematic approach to developing solutions.
7. Strong personal organisation and time management skills.
8. Committed to collaborative team-working, with ability to work effectively with both internal and external stakeholders.
9. Self-motivation with ability to use own initiative to effectively problem-solve.
10. Willingness to attend meetings and conferences nationally and internationally.
11. Capacity to work flexibly to meet the requirements of the post.

DESIRABLE CRITERIA:

1. Experience of working in the sustainability sector with a clear understanding of emerging financial frameworks for carbon and biodiversity reporting.
2. Experience operating within international markets / commercial entities.
3. Experience of working with legal experts and customers to manage commercial contract negotiations.
4. A working knowledge of industrial collaboration with academic/research institutes.
5. A working knowledge of Intellectual Property management, e.g. patent application and filing process.