

Candidate Information

Position: Business Collaborations Manager (EPS)
School/Department: Queen's Research
Reference: 25/113030
Closing Date: Wednesday 10 December 2025
Salary: £51,016 - £62,695 per annum
Anticipated Interview Date: Thursday 8 January 2026
Duration: Permanent

JOB PURPOSE:

Reporting to the Head of Business Collaborations, the post holder will be responsible for establishing and developing strategic relationships and partnerships between the University and the business community, with a specific focus upon Engineering and Physical Sciences research. You will work closely with senior university leaders to deliver on initiatives that align with the University's research priorities and enterprise objectives, and with academic colleagues to identify and facilitate external funding opportunities and foster business collaborations.

You will support the development of large-scale collaborative research projects, working closely with academic and professional support service colleagues, providing direct support for applicants, particularly in relation to high-value bids.

MAJOR DUTIES:

1. Develop strategically important relationships with key stakeholders from the business community regionally, nationally and internationally. Work closely with those stakeholders from the Engineering and Physical Sciences sectors to develop strategies for collaborative research activities, using a depth of discipline-related knowledge and expertise.
2. Maintain an up-to-date awareness of collaborative research funding mechanisms (e.g. Invest NI, UKRI, Innovate UK, Department for the Economy and other public funding bodies) and match these to academic staff within the University, with a view to developing collaborative research applications in Engineering and Physical Sciences sectors and pursue collaborative R&D opportunities, with a specific focus on large, strategic bids.
3. Provide specialist project management support for the development of major collaborative R&D projects within Engineering and Physical Sciences 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. Provide an outward-looking interface for the University in its research collaborations with industrial partners within the Engineering and Physical Sciences sectors. In particular managing key strategic relationships and identifying long-term objectives as well as working with industry and business partners to provide tactical support and advice.
5. Contribute to the development and delivery of the University's UKRI Impact Acceleration Account (IAA) portfolio, ensuring funds are deployed effectively to generate and scale non-academic impacts, support partnerships, and align with broader institutional research priorities.
6. Implement, coordinate and manage mechanisms to drive collaborative research within the Engineering and Physical Sciences sectors. This may include the management of industry placements/secondments, the development of networks, monitoring of progress and measurement of outcomes.
7. 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 Physical Sciences sectors.
8. Provide support to researchers within the Engineering and Physical Sciences sectors in the pricing and negotiation of collaborative research projects at the development stage, assisting academic staff with project planning and application development.

9. Represent the University on QUB and external fora and develop the University's reputation, input and influence in its engagement with policy-makers and businesses. (E.g. Department for the Economy, Innovate UK, Belfast Region City Deal Innovation Centres).
10. Undertake effective relationship management with business and academic partners within the Engineering and Physical Sciences sectors, ensuring research activities and networking events are coordinated, planned and managed.
11. Support the development and implementation of Queen's HEIF strategy, identifying and supporting projects that drive business collaboration, aligning funding use with institutional and external policy drivers.
12. Work closely with other business-facing areas of the directorate (e.g. Commercial Development Managers, KTP Team) and across the University (e.g. Business Engagement team and BRCD Innovation Centres) to deliver an integrated approach to industry engagement.

ESSENTIAL CRITERIA:

1. An honours degree or equivalent in a relevant subject area e.g. Engineering, Chemistry, ICT OR evidence of substantial relevant experience.
2. Experience of working within or supporting an experimental or developmental research environment.
3. Significant relevant experience of managing relationships and project management in a collaborative context.
4. Experience of working with the business community and ensuring socio-economic outcomes are delivered.
5. Practical experience of compiling grant/research bids and the processes involved.
6. Demonstrable knowledge of current and potential developments related to all aspects of university research and the funding of research in a University.
7. Evidence of strong interpersonal and networking skills with ability to relate to and influence senior internal and external stakeholders.
8. Well-developed analytical skills and ability to analyse complex information to problem solve and inform decision making.
9. Evidence of strong budget management skills and ability to analyse complex financial information.
10. Ability to work independently with a high level of self-motivation, whilst also working in a wider team.
11. Excellent written and oral communication skills.

DESIRABLE CRITERIA:

1. A relevant postgraduate or professional qualification.
2. A qualification in project management.
3. Evidence of large-scale project planning and management.
4. A track record of success in a private sector context or working with the private sector.
5. Evidence of managing events/workshops involving members of the business community.

ADDITIONAL INFORMATION:

Informal enquiries may be directed to: Dr Maeve Murphy at maeve.murphy@qub.ac.uk.