

## Candidate Information

<b>Position:</b>	Business Development Manager (Fintech/Cyber-security)
<b>School/Department:</b>	Momentum 1.0 Core
<b>Reference:</b>	26/113218
<b>Closing Date:</b>	Monday 30 March 2026
<b>Salary:</b>	£51,016 - £62,695 per annum
<b>Anticipated Interview Date:</b>	Friday 1 May 2026
<b>Duration:</b>	Permanent

### JOB PURPOSE:

Momentum One Zero (M1.0) is Northern Ireland's new regional innovation centre for advanced digital technologies, creating commercial value for companies at the convergence of cyber security, AI, and wireless technologies. The Centre for Secure Information Technologies (CSIT) is the UK's Innovation & Knowledge Centre for cyber security, hosted at Queen's. The BDM (Fintech /cyber-security) will proactively build new partnerships, secure new business and funded research opportunities, and develop collaborative relationships in support of the M1.0 and CSIT's fintech /cyber-security theme with external organisations including large and small companies, public sector stakeholders, national and international research organisations and government bodies.

### MAJOR DUTIES:

1. Liaise with industry, 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 M1.0, CSIT and the University.
2. Develop, identify and present commercial opportunities and business proposals / bids to existing and potential new external partners. Manage the commercial process (lead to signed contract).
3. Work with the Business School / CSIT leadership teams and other fintech /cyber-security sector research, innovation and policy leaders to build synergies and drive M10-relevant interdisciplinary research and innovation funding opportunities in the fintech and digital sectors.
4. Work closely with all other Belfast Region City Deal Innovation Projects and Pillars to maximise synergies and drive new opportunities.
5. Work with M1.0 and CSIT research directors and Commercial Team to develop and deliver appropriate business proposals and bids to secure new R&D&I programs and proactively seek to increase industry involvement through engagements with external companies across the UK and internationally.
6. Build strong and vibrant linkages with diverse organisations including the Catapult Network EPSRC, Innovate UK, Invest NI, InterTrade Ireland, and other growth support organisations.
7. Work with the M1.0 Commercial Director, CSIT Director of Operations and Hub of Impact Co-Directors to support innovation and entrepreneurship activities within M1.0 and CSIT e.g. helping in the creation of spin-outs and encouraging the engagement and opportunities with start-up and spin-in companies.
8. Work with the M1.0 Director of Engineering, CSIT Leadership and Hub of Impact Co-Directors to engage in internal and external collaboration projects in support of the development of demonstrators and proofs of concept based on relevant academic outputs.
9. Work with CSIT leadership, M1.0 Director of Multidisciplinary research and Hub of Impact Co-Directors to ensure appropriate and timely industry and market input to M1.0 and CSIT multidisciplinary projects, identifying and building relationships with new industry partners as required.
10. To 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.

### ESSENTIAL CRITERIA:

1. Honours degree, or equivalent qualification, in Business, Marketing, Electrical/Electronic Engineering, Computer Science, Fintech/cyber-security or a related discipline.
2. A minimum of 3 years' experience working in the Fintech sector with a proven track record of:
  - Developing and managing relationships with both commercial customers and technical specialists.
  - Operating within international markets / commercial entities.
3. Negotiating and Influencing at Senior level.
4. Demonstrable experience of significant responsibilities within a proposal / bid process and contributing to multi-disciplinary teams, as well as identifying suitable opportunities for business growth.
5. Track record of understanding problems, and logical/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.

**DESIRABLE CRITERIA:**

1. Experience of working in the Fintech sector with a clear understanding of 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, including IP management.
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.

**ADDITIONAL INFORMATION:**

Informal enquiries can be directed to: Harshal Patil - h.patil@qub.ac.uk.