

Candidate Information

Position: Business Partnering Lead
School/Department: Momentum 1.0
Reference: 26/113339
Closing Date: Monday 24 August 2026
Salary: £42,972 - 51,270 per annum.
Anticipated Interview Date: Wednesday 9 September 2026

JOB PURPOSE:

This role focuses on opening and developing early-stage commercial conversations with industry, engaging senior technical stakeholders (e.g. CTOs), supporting the early-stage assessment and qualification of opportunities, and providing high-quality market intelligence, pipeline insight and operational recommendations to support the effective delivery of agreed commercial priorities. The post holder will proactively engage with potential clients to generate leads, schedule meetings, and promote Momentum One Zero's value proposition to industry.

MAJOR DUTIES:

1. Represent and promote Momentum One Zero as part of agreed commercial engagement activity, building relationships with senior technical and innovation decision-makers and identifying and referring opportunities for further engagement by the Business Development Managers or senior colleagues.
2. Develop a deep understanding of Momentum One Zero's business offering to effectively communicate value propositions to relevant business community, professional and specialist bodies and organisations. Network with and strengthen relationships with key decision-makers and future stakeholders.
3. Develop and create new business prospects with key industry leader's primarily through attendance at trade events, conferences and industry events, including analysing and recommending appropriate conferences and industry events to target, attendee profiles, and post-event follow-up activity with agreed priorities and budgets.
4. Plan and execute tailored lead-generation campaigns for Hubs of Impact, leveraging market research and web-based research tools.
5. Conduct due diligence and needs assessments to qualify business leads identifying gaps in information and preparing recommendations for progression by the Business Development Manager in accordance with commercial reporting requirements.
6. Participate in commercial team meetings, including progress update reports, contribute market insight, pipeline intelligence and sales feedback to support M1.0-wide business development planning processes and operational decision-making.
7. Promote and support M1.0 and University webinars, events, and industry insights as required.
8. Maintain CRM & data management tools in an appropriate manner, such as entry of new prospects and tracking of customer interactions in the CRM system to ensure accurate reporting and follow-up.
9. Handle enquiries from the business community, interacting with other teams and wider University, as required, and to provide the most appropriate form of assistance.
10. Work within defined commercial procedures and University policy, reallocating business leads to the appropriate team who hold responsibility for project scoping, pricing decisions, bid submission, contracting or the final closure of commercial agreements.
11. Undertake such other duties as required by the Commercial Director.

ESSENTIAL CRITERIA:

1. Degree, (or equivalent qualification), in a relevant subject OR substantial demonstrably relevant experience.

2. A minimum of 3 years' recent relevant experience within a business development, sales or business engagement role(s) to include demonstrable evidence of:
 - Building strong relationships and networks with, and effectively managing, a wide variety of business stakeholders.
 - Generating relevant business development leads and contributing to productive outcomes (projects, events, collaborations).
 - Planning, coordinating and tracking sales or business engagement activity, including reporting and follow-up within defined processes.
3. Excellent IT skills (including proficiency in CRM and web-based research platforms).
4. Strong analytical and problem-solving ability: the Ability to think logically, interpret data and make evidence-based recommendations.
5. Strong organisational skills and the ability to prioritise tasks effectively.
6. Excellent oral, written and presentation skills with a confident, professional approach.
7. Strong networking and interpersonal skills.
8. Self-motivated, results-oriented, and eager to contribute to the Momentum One Zero mission.
9. Willingness to work flexibly when required and to undertake business travel which may involve overnight stays (in accordance with needs of the post).
10. Ability to meet the business travel requirements of the post (i.e. valid driving licence and access to a car for business purposes or other means of meeting this requirement/ ability to fulfil the mobility requirements of the post).

DESIRABLE CRITERIA:

1. A relevant Postgraduate qualification.
2. Proven evidence of effective lead generation activity within a relevant organisation, including contribution to agreed business metrics or targets.
3. Event management experience, within corporate or innovation environments.
4. Understanding of the deep tech innovation ecosystem.

ADDITIONAL INFORMATION:

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