

Candidate Information

Position: Commercial and Strategic Partnerships Manager, BRCD Directorate Office
School/Department: BRCD Directorate Office
Reference: 26/113577
Closing Date: Monday 14 September 2026
Salary: £52,802 - £64,890 per annum.
Anticipated Interview Date: Friday 2 October 2026

JOB PURPOSE:

Leading a collaborative approach to commercial development and strategic partnering from insight to execution across Queen's BRCD Directorate and with wider innovation ecosystem partners, positioning Queen's and Northern Ireland as partners of choice for industry innovation in key areas of strength regionally, nationally and internationally.

MAJOR DUTIES:

1. Shape and launch new strategic approaches to positioning and raising the profile of Queen's University's BRCD Innovation Centres and innovation in Northern Ireland across a range of external stakeholders and targeted companies.
2. Provide expert challenge and support the development of global value propositions, go-to-market strategies and related strategic partnerships, using independent professional judgement, to connect priorities and opportunities across innovation centres, within Queen's and across the regional innovation ecosystem to address UK and Ireland industry strategy priorities.
3. Create highly professional industry-focussed strategies and value propositions for selective key growth sectors across the innovation centres (aligned to national and international industrial strategies), making sure that we are targeting the right partners, funders and audiences in the right way.
4. Lead the development and delivery of commercial and partnership strategies and plans, building collaborative coalitions with partners to increase their reach, with clear goals, assets, outcomes and performance measures, connecting, co-ordinating and aligning across Innovation Centres, Queen's and wider innovation ecosystem.
5. Cultivate, convene and build strategic partnerships across government, industry, academia and communities around a unified narrative across innovation centres, aligned with key strategies, priorities and emerging opportunities.
6. Oversee and assure the development and execution of effective relationship management approaches across regions, boundaries and the innovation ecosystem that elevates innovation centre and QUB relationships and supports effective CRM implementation.
7. Drive a One QUB approach, taking responsibility for liaison, collaboration and information flow within BRCD Directorate and across external engagement, communications and marketing functions in Queen's.
8. Manage co-ordinated partnership outreach and drive high-impact business connection activities and events across BRCD at Queen's, working with wider Queen's external engagement, communications and marketing teams.
9. Develop, deliver and evaluate high-impact, targeted industry-facing go-to-market campaigns and profile-raising initiatives regionally, nationally and internationally, making evidence-based interventions to optimise performance and convert opportunities, with oversight of BRCD external impact budget.
10. Provide specialist professional advice to BRCD and Innovation Centre leadership to develop approaches and strategies that increase our share of voice across selected industry-focussed channels, drive engagement and connect global and regional audiences with the benefits and opportunities they are delivering.
11. Oversight of and contribution to the quality, consistency and impact of external-facing digital content and assets across BRCD Innovation Centres, ensuring best use of channels, insight and digital tools to reach intended markets.
12. Represent BRCD commercial and partnering interests as a senior professional lead at University-level forums, committees and external engagements, promoting best practice and alignment with institutional priorities.

ESSENTIAL CRITERIA:

1. Honours degree or equivalent in business or a related field, OR a relevant lower-level professional qualification and evidence of substantial relevant experience.
2. Significant (e.g. more than 5 years) relevant experience in industry in a role/s with responsibility for developing, leading and delivering strategic commercial development and partnership approaches and growth initiatives aligned to organisational or commercial objectives that generated measurable business outcomes.
3. Experience delivering high profile commercial initiatives and partnership development activities and events, creating effective messaging and engaging a range of target audiences, with evidence of contributing to strategic impact.
4. Experience developing compelling commercial propositions, strategic business cases and executive-level presentations that influence investment, policy, partnership or commercial decisions.
5. Experience cultivating and managing high profile relationships and building strategic B2B (business-to-business) and sector partnerships that resulted in tangible, mutually beneficial projects/business and outcomes.
6. Experience of leading and influencing cross-functional teams, external partners and multiple stakeholders, often without direct line management to deliver high impact campaigns or initiatives.
7. Experience setting briefs and overseeing work of external agencies or suppliers.
8. Commercial acumen to identify opportunities, develop strategic partnerships and deliver commercial and strategic growth objectives.
9. Demonstrable ability to analyse data, insight and performance metrics to inform strategy, evaluate effectiveness and identify opportunities for improvement or intervention.
10. Skills for developing external-facing digital content and asset creation, both physical and digital, including impactful presentations.
11. Strong commercial acumen, with the ability to prioritise opportunities, assess risk, optimise resource allocation, and influence internal and external stakeholders to deliver commercial and strategic partnership objectives.
12. Proven ability to operate effectively within a large, complex organisation, exercising independent professional judgement in environments with ambiguity, competing priorities and evolving strategic objectives.
13. Highly developed communication, persuasion and influencing skills, with the ability to challenge constructively, build consensus and operate credibly with senior internal and external audiences.
14. Excellent interpersonal and relationship-building skills, with the ability to operate effectively across organisational and sectoral boundaries.
15. Creative mind and ability to use initiative and find solutions to problems.

DESIRABLE CRITERIA:

1. Relevant postgraduate or professional qualifications in business, innovation, marketing or a related field.
2. Experience in different parts of the innovation ecosystem – e.g. university, industry, public sector stakeholders.
3. Experience undertaking commercial development or go-to-market planning in technology or innovation organisations.
4. Experience developing and using CRM systems, analytics or insight tools to maximise effectiveness, support strategic decision-making and performance evaluation.