

Business Engagement Manager, Dundee

The Scotland 5G Centre

Department	Electronic and Electrical Engineering (www.strath.ac.uk/engineering/electricelectricalengineering/)		
Faculty	Faculty of Engineering (www.strath.ac.uk/engineering/)		
Staff Category	Administrative and Professional	Reference No	418331
Reports To	Head of Innovation Hubs, Scotland 5G Centre	Grade:	TBC
Salary Range:	£42,149 - £51,799	Contract Type:	Fixed until March 2023
FTE	1	Closing Date	13/02/2022

Job Advert

5G mobile communication presents new opportunities for mobile/wireless networks - exciting new use cases through to new business models for network operation and the provision of services. The Scotland 5G Centre is the national centre for accelerating the deployment and adoption of 5G and realising its economic and societal potential for Scotland. It is here to enable all types of businesses to reap the benefits of this new technology.

The Scotland 5G Centre is an innovative partnership between the University of Strathclyde (which hosts the Centre), the University of Glasgow and the Scottish Futures Trust, with investment from the Scottish Government.

We bring together entrepreneurs with a network of small businesses, corporates and government bodies. We foster innovation and collaboration by targeting a diverse set of partners across the business, technology, and telecommunications industries and beyond.

Set up in October 2019, as part of the Government's Programme for Scotland 2019-2020, we have an instrumental role in delivering Scotland's 5G strategy.

The Centre is expected to build and influence a wide network of stakeholders across government, academia, industry, innovation centres and with those likely to need and use emerging 5G technologies and solutions. Consequently, identifying and engaging with those groups stakeholders, including demonstrating the value and impact of the Centre, will be pivotal. That includes publicising and exploiting outcomes from our current programme of work:

1. SFT's leading edge Asset Management project, Infralink
2. the University of Glasgow's pioneering Smart Campus
3. the University of Strathclyde's ground-breaking Rural First project.

In addition, the S5GC Connect Programme, launched in September 2020, will establish a national network of hubs across Scotland. The S5GConnect Hubs' will develop a range of support services reflecting the Scottish Government's key economic priorities and bring together industry, academic and government bodies to offer opportunities to businesses of all sizes and from a range of sectors. Businesses will have access to a unique demonstration and development environment, where they can test and develop new 5G applications and services, whilst establishing new use cases and business models.

For further information about the Scotland 5G Centre, please refer to <https://scotland5gcentre.org/>

Job Description

We are now developing the team to drive this exciting agenda, including the recruitment of a Business Engagement Manager.

The Business Engagement Manager will support the Head of Innovation Hubs in the development and management of the individual hubs. They will create and lead the engagement strategy for a defined region and sector, building an active 5G community in that area collaborating with key stakeholders. They will identify regional opportunities for funding to build a pipeline of projects that will promote 5G and demonstrate its relevant application to SMEs in that area. They will work with industry, academia, and the public sector to create a hub and an engagement platform that stimulates interest in 5G by SMEs in the selected sector and demonstrate the benefits that can be achieved using the S5GConnect Hubs.

The role holder will have responsibility for business engagement activity, partnership management, local budget management and project delivery. They will lead on the business engagement activity within Dundee and the surrounding region and sector including marketing, and partnership development and manage their S5GConnect Hub. Additionally, the role holder will work closely with senior colleagues and collaborative partners on new bid development.

We are looking for an individual who is knowledgeable to the Scottish and UK digital tech sector and has experience of identifying and securing opportunities and funding. The ideal candidate for this job will have excellent stakeholder management and communication skills. They should be self-motivated and outcomes driven and have experience of working in collaborative situations.

Main Activities/Responsibilities:

1.	Develop networks and relationships with funders, partners and stakeholders such as HEI's, sector organisations, corporates, Local Enterprise Partnerships, Chambers of Commerce and other bodies
2.	Create and execute a business engagement strategy for a selected region to achieve S5GC goals
3.	Lead and manage S5GConnect Hub team consisting of in-house and partner resources
4.	Collaborate with marketing to create targeted campaigns and messages to local region to promote and stimulate interest in 5G
5.	Identify regional opportunities for projects and delivery partners, and develop strategies for funding and delivery
6.	Identify regional opportunities for funding bids, build consortiums and develop winning strategies
7.	Develop bid proposal and business cases through research and monitor their progress
8.	Provide regular reporting and updates on all delivery and operations matters affecting the projects, budgets and bids
9.	Represent the S5GConnect Hub at events and be the primary interface with collaboration partners and stakeholders
10.	Manage the pipeline of activity into the Hub, to ensure its programme and delivery successfully achieve performance targets
11.	Manage the whole engagement lifecycle of Hub participants to assure customer satisfaction and meet critical success factors for hub engagement

Person Specification

Educational and/or Professional Qualifications

(E=Essential, i.e. a candidate must meet all essential criteria to be considered for selection, D=Desirable)

E1 Relevant degree or equivalent in relevant subject matter.

D1 Relevant professional qualifications

Experience

E2 A proven record of undertaking business development with clearly identifiable contributions to influencing the commercial success of activity

E3 Experience in a management role and/or technology consulting / industrial / commercial environment with senior level interactions with client organisations.

E4 Experience of working with the industrial, public sector or SME community in Scotland, connected to the digital technology sector.

E5 Proven track record of building and managing relationships and building a strong network.

Job Related Skills and Achievements

E6 Strong project and personal management skills demonstrated by evidence of working in high performing teams that contribute to organisational objectives and show resilience in the face of changing priorities.

E7 Proven experience and achievements in a Business Development related position

E8 Ability to work effectively as part of a multi-functional team across partner organisations

E9 Ability to analyse business needs and identify business solutions, summarising key points to other people at all levels of seniority, both within and outside of the project

Personal Attributes

E10 Excellent communications (written and spoken), negotiation and presentational skills, including an ability to express complex ideas simply.

E11 The ability to multi-task in a complex and demanding environment.

E12 Excellent client relationship management and interpersonal skills and an ability to work closely with other people at all levels of seniority, both within and outside of the S5GC.

E13 Strong attention to detail, and excellent time management skills.

E14 Self-critical and open to constructive feedback on work.

E15 Ability to work within a team as well as individually and Customer focused

E16 Highlight motivated, with ability to work on own initiative within agreed parameters, establish goals and deliver positive outcomes.

Other Relevant Factors

E17 Travel may be required across Scotland, wider UK and possibly further afield. There is an expectation of occasional 'out of hours' travel and external/internal events.

E18 Ability to have designated Innovation Hub in Dundee as main location for working

E19 Valid UK driving license

Application Procedure

Applicants are required to complete an application form including the name of three referees who will be contacted before interview without further permission, unless you indicate that you would prefer otherwise. Applicants should also submit a CV and a covering letter detailing the knowledge, skills and experience you think make you the right candidate for the job. Applicants should also complete the Equal Opportunities Monitoring Form.

Other Information

Further information on the application process and working at Strathclyde can be found on our website (<http://www.strath.ac.uk/hr/workforus>).

Informal enquiries about the post can be directed to info@scotland5gcentre.org

Conditions of Employment

Conditions of employment relating to the Administrative and Professional staff category can be found at: [Conditions of Employment](#).

Rewards and Benefits

Our staff have access to a wide range of outstanding benefits that include financial rewards, family friendly and wellbeing benefits and career development opportunities, details of which can be found [here](#).

Probation

Where applicable, the successful applicant will be required to serve a 12 month probationary period.

Pension

The successful applicant will be eligible to join the Universities' Superannuation Scheme. Further information regarding this scheme is available from [Payroll and Pensions](#).

Interviews

Formal interviews for this post will be held on a date to be confirmed.

Equality and Diversity

We value diversity and welcome applications from all sections of the community.

The University currently holds a Bronze Athena SWAN award, recognising our commitment to advancing women's careers in science, technology, engineering, maths and medicine (STEMM) employment in academia.

University Values

The University's Values capture what we're all about: who we are, what we believe in and what we stand for. [Our Values](#) have been derived from how we act and how we expect to be treated as part of Strathclyde.

