

Business Development Manager

Centre	Power Networks Demonstration Centre (PNDC) (http://www.strath.ac.uk/research/powernetworksdemonstrationcentre/), Department of Electrical and Electronic Engineering (http://www.strath.ac.uk/engineering/electronicselectricalengineering/)		
Faculty	Faculty of Engineering (www.strath.ac.uk/engineering/)		
Staff Category	Administrative and Professional	Reference No	356013
Reports To	Head of Business Development & Marketing	Grade:	7
Salary Range:	£32817 - £40322	Contract Type:	Open Contract
FTE	1 (35 hours/week)	Closing Date	06/07/2021

Job Advert

The Power Networks Demonstration Centre (PNDC), part of the University of Strathclyde (Times Higher Education Awards University of the Year 2019 and Scottish University of the Year 2020), wishes to appoint a Business Development Manager (BDM) to support the development of new opportunities across integrated energy systems innovation within the delivery of; research; demonstration; and testing.

The PNDC offers a dynamic and varied environment, providing the opportunity to be involved in leading edge work within the energy sector. As part of the University of Strathclyde, the PNDC can offer a wide range of benefits to the post holder, including a generous holiday entitlement, pension scheme, and discounts to the state-of-the-art Strathclyde Sport gym and leisure facilities. The University also 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.



The £12.5 million Centre - the first of its kind in Europe – has been founded by the University of Strathclyde and leading energy companies including Scottish Power Energy Networks and Scottish and Southern Energy Power Distribution, with support from Scottish Enterprise and the Scottish Funding Council.

The PNDC provides: a purpose-built platform for showcasing state of the art electrical distribution, generation, storage and demand side innovation; a rapid technology pipeline accelerating the proving and deployment of integrated smart grid solutions with commercial partners; a realistic and controllable test bed from primary plant to state-of-the-art control room for the development of emerging smart grid technologies that will support the realisation of a de-carbonised grid.

The PNDC are looking to recruit a Business Development Manager to define new funded project opportunities, predominantly from industry and grant funded sources and generate and develop a pipeline of opportunities across several areas including the decarbonisation of energy networks and transport.

The work will involve:

- Developing relationships with new company contacts.
- Establishing the technical and business needs and innovation opportunities for potential partner companies.
- Matching partner needs with available solutions in the PNDC and identifying opportunities for growth/change in PNDC.
- Developing consortia made up of companies with a shared interest in common problem areas.

- Defining project work content via detailed statements of work and / or bid submissions.
- Winning contracts and grants, either in the form of commercial work from companies, or public funds from competitive funding calls.

This role is aimed at proactive, bold, ambitious individuals, who can demonstrate an aptitude for turning technical and business issues into practical action plans which can be supported by commercial clients.

To be considered for this role you will have the knowledge, skills and experience normally associated with a Degree level qualification, most likely in an engineering, science, or business discipline and be expected to demonstrate an enthusiasm for innovation and an interest in the energy and low carbon technologies sector and be able to convey a level of credibility in discussing these subjects. You will have the ability to plan and organise your own workload and to work as part of a team. You will also be a self-starter with excellent judgement and the ability to independently develop solutions and plans. You will have the ability to match opportunities to capability, using your skills in listening, engagement, and persuasion to develop clear action plans from complex situations with customers.

Job Description

Brief Outline of Job:

The Business Development Manager will report to the Head of Business Development and Marketing. This role will require engagement with companies of all sizes. Typically, the post holder will manage engagement with new customers from first contact through to project/contract launch. The Business Development Manager will work directly with the programme delivery and research teams to manage preparation of, and directly prepare, proposal content required to secure project funding.

Working as part of a dynamic team, you will further input to PNDC administrative and operational activities.

Main Activities/Responsibilities:

1.	Support the Head of Business Development & Marketing in the development of PNDC market development strategy, within new areas that align with existing and future PNDC capabilities.
2.	Provide leadership in identifying and securing additional funding for active research activities, increasing the research portfolio, and leveraging industrial funding where possible.
3.	Establish the technical and business needs as well as innovation opportunities for potential partner companies through a combination of initial desk research, meetings discussions, facility visits and facilitated workshops. Analyse activity including events activity and generate projects plans/statements of work, which encompass customer requirements.
4.	Lead the development, with support of a wider PNDC team, consortia of companies with a shared interest in common problem areas through networking, a review of customer/sector issues and solutions, an awareness of innovation and collaborative opportunities among target organisations.
5.	Lead the delivery of bid applications in conjunction with PNDC and EEE bid teams, working to secure contracts and grants, either in the form of commercial work from companies, or competitive public funds such as Innovate UK, Scottish Enterprise, EPSRC and EU.
6.	Project-management of submission processes to ensure high quality/winning proposals drafted within tight deadlines
7.	Work collaboratively with PNDC colleagues to determine best practice including establishing the best customer engagement techniques, ensuring suitable solutions are proposed utilising the most appropriate combination of internal and external resources, as well as providing an ongoing level of customer engagement throughout any project(s) to ensure excellent customer service and working relationships.
8.	Input as a team member into departmental administrative activities, including continuous improvement of business development procedures, targeted marketing materials, and improving PNDC's standard service offerings ensuring its suitability to support PNDC's developing customer base.
9.	Plan and organise individual/team activity ensuring project deadlines at met. Provide direction, support and guidance and set performance standards and develop the team's capabilities and skills.
10.	Maintain appropriate engagement with colleagues in the wider university teams, to support the capture of further funding opportunities, exploit synergy with other research programmes and contribute to alignment with key industry member needs.

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 A formal qualification such as a relevant degree, or equivalent professional qualifications, or relevant experience.

D1 Membership of a relevant Chartered/professional body.

Experience

E2 Significant experience in a similar or relevant role/s.

E3 Experience working in a customer facing role, and of building strong customer relationships.

E4 A track record of developing research and development/commercial project proposals and securing funding.

E5 Experience of maintaining and developing third party relationships.

D2 Experience of working in the energy or related industry.

Job Related Skills and Achievements

E6 Proven presentation and interpersonal skills, including the ability to influence others sometimes at a senior level within the University and in industry

E7 Excellent verbal and written communication skills, with the ability to listen, engage and to present complex information in an accessible way to a range of audiences

E8 Strong analytical and report/proposal writing skills

D3 Strategic thinker with an ability to develop a plan for the long-term strategic priorities whilst meeting the short-term operational deliverables.

Personal Attributes

E9 Drive and resilience to ensure business development goals are realised.

E10 Excellent communication, analytical and negotiation skills.

E11 Excellent interpersonal skills and ability to work collaboratively with diverse individuals and teams at all levels in a wide range of organisations.

E12 Demonstrate ability to lead and influence, well-developed business acumen and excellent networking skills.

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 Curriculum Vitae 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 Steven Whyte, Head of Business Development & Marketing (steven.r.whyte@strath.ac.uk).

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 9 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](#).

Relocation

Where applicable, the University offers a relocation package to support new employees who meet the eligibility criteria. The relocation package is offered as a contribution towards costs incurred, and is designed to be flexible, allowing staff to use the financial support available in the way that will be most helpful to them. Further details are outlined in the Relocation Policy.

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 gender equality in academia across all academic disciplines and professional and support functions.

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.

