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Strathclyde
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Business Developer in Space Sustainability

Department	Mechanical and Aerospace Engineering (www.strath.ac.uk/engineering/mechanicalaerospaceengineering/)department.		
Faculty	Faculty of Engineering (www.strath.ac.uk/engineering/)		
Staff Category	Administrative and Professional	Reference No	599418
Reports To	Prof Massimiliano Vasile	Grade:	8
Salary Range:	£45585 - £56021	Contract Type:	Fixed Term (12 months)
FTE	1 (35 hours/week)	Closing Date	26/03/2024

Job Advert

The Faculty of Engineering at the University of Strathclyde is one of the largest and most successful engineering faculties in the UK, and the largest in Scotland. As a leading international technological university, Strathclyde is recognised for its world class research, knowledge exchange and educational programs. At the heart of this is the Faculty of Engineering which boasts a growing research portfolio of over £85 million.

The Department of Mechanical & Aerospace Engineering is the birthplace of modern engineering education, informing the technology leaders of today and tomorrow since 1800. Our mission is to advance knowledge and commerce in mechanical and aerospace engineering and apply fresh thinking to the challenges faced by industry and society.

The Aerospace Centre of Excellence in the Department of Mechanical & Aerospace Engineering seeks to appoint a Business Developer in Space Sustainability to work on and develop new projects supported by the European, UK Space Agencies (ESA and UKSA) and other public and private funders, in the area of space environment management and space sustainability. The successful candidate will work in particular on AI technologies for space traffic management within the Aerospace Centre of Excellence.

As a Business Developer, under the general guidance of a research leader, you will play a lead role in the development of a new International Institute on AI for Space Safety and Sustainability. The Institute will have a decentralised structure across multiple institutions in different countries. It is the role of the Business Developer to support the coordination of the work of the core institutions forming the institute. The Institute will be supported by a balanced portfolio of public funding and private investments. It is the role of the Business Developer to ensure the long-term financial sustainability of the institute by attracting funding and establishing mechanisms and initiatives that ensure the growth of the institute and benefit all its member. The Institute will offer training and attract new talents in the UK and allow international partners to establish a presence in the UK for the development and exploitation of the technologies of interest. The Business Developer will devise mechanisms for business incubation and skill development to benefit the UK space sector and facilitate the exploitation of AI technologies.

We are looking for someone with considerable experience of business development/fundraising. You will be able to lead the development of complex bids involving multiple partners from across academia, industry, government and civil society. The successful candidate will have demonstrable experience and understanding of submitting successful proposals to public funders and attract private investments. They will also have the ability to develop networks of contacts and relationships across these key groups of stakeholders. The post holder will have oversight of identifying new business opportunities that align with the ambitions of the Aerospace Centre of Excellence and the Space Cluster and to strategically build out its research and knowledge exchange portfolio and will lead activities that embed business development best practice and enhance fundraising capabilities within the Institute. You will have experience in one or more of the following areas: establishment and management of institute or centres, successful creation of spin-offs or start-ups, securing and/or managing funded projects, engagement with public and

private bodies. You will be ambitious and enthusiastic about cross-disciplinary working and be able to work independently and as part of a team, supporting others when required. You will have good interpersonal and communication skills, including an ability to listen, engage and persuade, and to present complex information in an accessible way to a range of audiences. You will have the ability to work well under pressure and be driven to deliver results.

The appointment will be made at administrative level 8.

Job Description

Brief Outline of Job:

Business developer: to lead the development of an international institute on AI for space safety and sustainability; to engage with public and private funders to secure the long-term financial sustainability of the institute; to support the management of the institute and the relationships with the national and international partners.

Main Activities/Responsibilities:

1.	Lead and develop the required activities within UKSA and ESA projects in order to achieve the project objectives.
2.	Engage with the public and private sector to ensure the future financial sustainability of the institute.
3.	Define and implement the required operating mechanisms of the institute.
4.	Engage with the international and UK partners to maximise the opportunities to attract funding.
5.	Build internal contacts and participate in internal networks for the exchange of information and to form relationships for future collaboration.
6.	Liaise with colleagues and students and external research sponsors (if any) as deemed necessary by the PI.
7.	Identify and securing funding and contribute to writing grant proposals and planning for future proposals.
8.	Manage and influence all financial aspect of the institute.
9.	Plan and manage own activities as agreed with PI of UKSA and ESA projects and Head of the Aerospace Centre of Excellence.
10.	Attend and contribute to relevant meetings.
11.	Grow the portfolio of stakeholders investing in the institute.

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 Honours Degree in any STEM business or humanities

E2 PhD in Engineering, Mathematics, Physics, Computer Science Business or Humanities or equivalent work experience.

Experience

E3 Experience in working with many successful projects.

E4 Relevant experience with the development of new business opportunities.

E5 Experience of successful engagement with the private and public sector

E6 Experience in managing and controlling large and complex budgets/funding.

D1 Experience of working on collaborative projects with Industries

D2 Experience of working with ESA or a related space industry

Job Related Skills and Achievements

E7 Ability to work on collaborative projects within large networks with multiple partners.

E8	General knowledge of STEM related business opportunities
E9	Ability to plan and organize own workload effectively, including being able to manage postgraduate students and their curriculum within the framework of the course regulations.
E10	Ability to work within a team environment.
D3	General knowledge of AI and space
Personal Attributes	
E11	Excellent interpersonal and communication skills, with the ability to listen, engage and persuade, and to present complex information in an accessible way to a range of audiences
E12	Interest in space environment management and space sustainability
E13	Self-motivated
E14	Track record in the delivery of funded research projects and related activities
E15	Proven analytical and problem-solving abilities

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 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 as well as a [business plan](#) outlining your proposed strategy for the exploitation of AI technologies in the space sector in the next 2-3 years. 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 Prof Massimiliano Vasile, Head of the Aerospace Centre of Excellence (massimiliano.vasile@strath.ac.uk/0141 548 2326).

Conditions of Employment

Conditions of employment relating to Academic Staff can be found here: [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](#).

Pre-employment health screening

An offer of appointment will be subject to a medical assessment by Occupational Health. An individual who accepts an offer of employment must complete a confidential medical questionnaire and forward it to the Occupational Health Nurse within 5 days of receipt. If further information is required, the individual may be contacted by the OHN or a Medical Advisor and a personal appointment with the individual may be arranged. An unconditional contract of employment will not be issued until Human Resources receives confirmation that applicant is fit to undertake the duties of the post.

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](#).

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.

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.

