

Business Engagement Manager – Halo Kilmarnock, The Scotland 5G Centre

Department	Electronic and Electrical Engineering (www.strath.ac.uk/engineering/electronicalelectricalengineering/)		
Faculty	Faculty of Engineering (www.strath.ac.uk/engineering/)		
Staff Category	Administrative and Professional	Reference No	401248
Reports To	Head of S5GConnect, Scotland 5G Centre	Grade:	8
Salary Range:	£42,149 - £51,799	Contract Type:	Fixed to March 2023
FTE	1	Closing Date	03/05/2022
Holidays	31 days + 11 statutory days Option to purchase additional holidays	On Site Facilities	Car parking, sports centre, catering
Pensions	Contributory pension scheme available to all staff including generous employer contribution - Pensions Homepage - University of Strathclyde .		
Training	Professional Development with Organisational and Staff Development Unit (OSDU) plus external training if required		
Family Friendly Benefits	Generous parental leave provision, on-campus nursery and options for flexible working		
Health and Wellbeing	University Sport centre, Occupational Health service, access to health and wellbeing events, cycle to work scheme, Employee Assistance Programme, agile working and established carers support network and carer friendly policies		

Job Advert



The Scotland 5G Centre, is the national centre for accelerating the deployment and adoption of 5G and the driving force for 5G enabled innovation across enterprise in Scotland. We are looking for a dynamic, proactive and enthusiastic Business Engagement Manager to join our team.

The role:

Your role will be a leading figure as part of the S5GConnect 5G testbed and hub network. These hubs are pivotal connection points across industry, academia and local government, creating an ecosystem focused on realising the economic and social benefits of advanced connectivity for Scotland. You will be the front door to the Halo Kilmarnock 5G testbed, engaging with stakeholders across the region (from large corporates, SMEs, the public sector and solution providers). You will identify and support new opportunities to drive engagement activities at the hub, encouraging solution providers to test their innovative new products or services within a cutting-edge 5G testbed. You will also support organisations to build use cases that underpin their business case for future infrastructure investment and to aid understanding of the potential Return on Investment (ROI).

Don't worry - you don't need the technical know-how, we have a full team of expert advisors to support the tricky technical questions – this role is about understanding the regional landscape and connecting and enabling the ambitious and forward-thinking businesses you engage with. The role requires the ability to communicate effectively with industry around the benefits of 5G. You will receive thorough 5G training from launch to support this activity and to build your knowledge and understanding.

Why join us?

It's an exciting time to join the Centre: we are rolling out our S5GConnect Programme across Scotland, engaging with a variety of strategic partners to deliver innovative solutions enabled by next generation connectivity. We are also developing the strategy for the Centre's long-term future; of which the hub network and the regional connections play an integral role in supporting R&D, skills development and learning for industry across sectors of relevance to Scotland. This opportunity will suit someone who is eager to learn and wants to be part of a growing team committed to supporting Scottish Government in fulfilling their digital ambitions to deliver services across Scotland in new ways.

The team:

We are a rapidly expanding, vibrant team, tasked with enabling the 5G revolution in Scotland; join us, and help drive forward 5G enabled innovation. You can expect to join a friendly, hardworking, committed team and encounter a wide range of exciting use cases, projects and innovations that will contribute to the wider learning and digital ambitions across Scotland.

Your work life will be a mix of working from home and working from your 5G hub, located at the business led Halo digital, cyber and innovation park. You will be expected to attend events across your region (and virtually) and to represent the Scotland 5G Centre across the UK if required on occasion. You may also be required to visit the main S5GC office in Glasgow City Centre.

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

You can see our recent milestones here too: <https://scotland5gcentre.org/news/the-scotland-5g-centre-2021-key-highlights/>

Job Description

In order to deliver a successful and engaging hub network we require a committed Business Engagement Manager to join the team. The Business Engagement Manager will support the Head of the S5GConnect Programme in the development and management of the individual hub. As you are based remotely from the core office you will need to be independent and capable of working from your own initiative. You will have weekly 1:1 sessions with the Head of S5GConnect and further meetings with the wider Business Engagement Manager team (6 in total) to support your development and learning. You will also have access to all of the University of Strathclyde systems and services.

You will be the face of the Halo Kilmarnock hub, with the responsibility to build strong positive relationships with the core stakeholders across the region, including but not limited to companies such as SSE and Barclays Eagle Labs located at Halo. You will be engaging with a wide range of leading businesses and industry leaders across the Aerospace, Defence, Satellite and Construction sectors. You will be the person to drive engagement, increase awareness and build understanding of what 5G can offer. With support from the core team you will also gather data and engage with wider infrastructure projects across the region to ensure that the role of advanced connectivity, and how this can underpin new ways of working, is understood and communicated to drive out maximum value for future infrastructure programmes of work.

Your day to day activities will include:

- Leading on the creation of an events and engagement strategy (taking learnings and templates from the wider S5Gconnect program) for your region and across specific sectors.
- Supporting the central marketing team to plan events and engagement opportunities (these can be 1:1 or 1:many events). These can also include live demo's of 5G solutions being showcased at the 5G testbed to make 5G "real" and "relevant" for businesses.
- Researching contacts and key industries that would be interested in the S5GConnect offering.
- Be the point of contact to drive 5G interest and begin engagement around our free of charge services with SMEs.
- Respond to inbound enquiries about testbed access and support.
- Attend meetings and work with strategic partners on building use cases around what 5G can offer their business (this follows an internal process created at S5GC and you will be fully supported to develop these).
- To become part of the stakeholder network across Kilmarnock and Ayrshire to ensure that advanced connectivity is understood, utilised and can be exploited to maximise returns on infrastructure investment.

- Work with strategic partners such as Vodafone, Ericsson and more to evolve use cases and showcase the benefits of 5G to the wider market.

In order to complete some of the core tasks above you will be established across the region and have experience of working with a range of partners across all seniority levels. You will have worked in a role that involved building strong and lasting relationships and you will bring this learning to the S5GC to support and create an active 5G community and ecosystem in your area. You 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 sectors outlined. You will create engaging ways to demonstrate the benefits of advanced connectivity and to promote the services of the hub network in a way that SMEs will respond to and understand.

You will have responsibility for business engagement activity, partnership management, local budget management and project delivery. Additionally, you will work closely with senior colleagues and collaborative partners on new bid development as you liaise and engage with strategic relationships that align with your testbed's priority focus areas. There are clear KPI's and objectives associated with this role which you will be expected to deliver on. You will be fully supported by the Head of S5GConnect and the wider team as you grow into the position, develop your strategy and agree on the best route to achieve the aims of the Aberdeen testbed and the wider S5GConnect programme.

If you have excellent stakeholder management and communication skills, are self-motivated and outcome driven then we are keen to hear from you. This is the perfect opportunity for someone who wants to learn about next generation technology and is a keen forward thinker to support and drive our advanced connectivity agenda across the region on behalf of S5GC and to support Scottish Government to the benefit of the Scottish economy and citizens.

The position is offered on a fixed-term basis with the potential for extension dependent on funding approval. Part time/ job share roles considered.

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 Aberdeen 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.

