



European Union

The Scottish Government
Riaghais na h-Alba

EUROPE & SCOTLAND

European Regional Development Fund
Investing in a Smart, Sustainable and Inclusive Future**THE AWARDS**
2019Times Higher Education University of the Year 2012 & 2019
Times Higher Education Widening Participation Initiative of the Year 2019
The University of Strathclyde is rated a QS 5-star institution**WINNER**
UK UNIVERSITY
OF THE YEAR
FOR A SECOND TIME

Business Development Manager in Power Network Integration and Smart Grid Technologies

Department	Electronic and Electrical Engineering (www.strath.ac.uk/eee/)		
Faculty	Faculty of Engineering (www.strath.ac.uk/engineering/)		
Staff Category	Administrative and Professional	Reference No	389651
Reports To	Director, Institute for Energy and Environment	Grade:	7
Salary Range:	£33,309 - £40,927	Contract Type:	Fixed Term (18 months)
FTE:	1	Closing Date	3rd October 2021

Job Advert

A dynamic opportunity is available at the University of Strathclyde in association with the Energy Technology Partnership (ETP) (www.etp-scotland.ac.uk) for a Business Development Manager to support the growth of SME innovation in power network integration and smart grid technologies enabling the energy transition to net-zero. The post is one of a number of positions being established at Strathclyde to support academic teams and industrial innovators in realising winning innovation and demonstration projects that drive new net-zero carbon business opportunities. With access to academic expertise from ETP's 13 partner universities across Scotland, and world-class facilities such as the Power Networks Demonstration Centre (PNDC), this post has an exciting role to play in shaping innovation activities essential to attainment of Scotland's ambitious net zero targets. These resources are complemented by funded university supports through ETP's Knowledge Exchange Network industrial doctorate programme, with an extensive array of competitive funding opportunities facilitated by Strathclyde's thriving innovation ecosystem.

The role is an outward facing one, identifying and working with Scottish SMEs to drive immediate impact through technical or business assistance that advances energy technologies, solutions or business services. The post will normally be based at the University of Strathclyde's Technology and Innovation Centre (TIC) in Glasgow, though flexible work arrangements are possible. The post operates as part of ETP's national Team of Knowledge Exchange Network (KEN) business development managers, supporting Scotland's energy transition. Within this team, the postholder will have particular responsibility for the Energy Distribution & Infrastructure (EDI) Theme, contributing to the Energy Technology Partnership: Knowledge Exchange Partnership Phase 3 Programme, under which this post has been part-funded through the 2014–2020 European Structural and Investment Funds (ESIF).

The University of Strathclyde in Glasgow possesses a large internationally rated Engineering Faculty with a proud history of successful joint ventures with industrial and enterprise partners. The Department of Electronic and Electrical Engineering hosts the Institute for Energy and Environment (InstEE), which with over 250 researchers is one of Europe's largest academic research units for electrical power engineering. Working alongside the academic teams, the PNDC in Wardpark North near Cumbernauld operates a world-class facility with dedicated staff and high profile industry members supporting the accelerated adoption of new, smart technologies within power grids and the realisation of integrated energy systems. The post-holder will engage with this very capable team, as well as academics and researchers from across the ETP partnership. The ETP is a unique alliance of 13 Scottish universities providing world-class capability and resources in energy RD&D that supports the Scottish

Government in achieving its goals in the energy sector. The ETP has a solid track record of increasing and enhancing knowledge exchange between SMEs and Universities. This includes providing PhDs to industry, funding knowledge exchange projects, and supporting SMEs to access funding, resources, and supply chains. The key strategic objective of ETP is to increase research excellence through pooling of resources across the ETP alliance, and so deliver economic impact to the Scottish economy.

This post is particularly suited to dynamic individuals, ambitious to see impactful research and innovation contribute to the attainment of national and local net-zero goals. A business development background with relevant industrial innovation or applied University research, will position you well for realising the full potential of this opportunity.

Job Description

Brief Outline of Job:

To identify Scottish SMEs who are developing low carbon and net zero products & services in Energy Distribution & Infrastructure that need access to funding and technical support to grow; to provide access to ETP project funding and facilitate knowledge transfer activities and specific projects with ETP university teams; to identify new sources of funding and develop new collaborative project proposals with the ETP academic partners; to undertake company visits and wider engagements to stimulate effective and productive collaboration between industry & academia; to work on a portfolio of contracts with industry partners, liaising with laboratory and technical support. The role will be based at the TIC in Strathclyde's Glasgow campus, but will involve regular company/university partner site visits.

Main Activities/Responsibilities:

1.	Working closely with the academic and industrialisation teams in ETP partner universities and in coordination with the ETP theme lead and wider ETP network, establish the needs of Scottish SMEs in the domain of energy distribution and infrastructure, and realise appropriate technical and business collaborations with relevant academics, researchers and centres. Manage all relevant contractual arrangements.
2.	Deliver ambitious levels of engagements and project interventions with industry and commercial partners, in keeping with ETP vision and targets, as part of the collective ETP BDM network. Develop, maintain and execute these plans through close collaboration with the ETP academic and industrialisation centre teams, with the support of company site visits where appropriate.
3.	Maintain records in a Customer Relationship Management database, documenting all business opportunities from engagement to delivery. Manage an up to date pipeline of opportunities and monitor these activities. Maintain good oversight of all high priority opportunities and the forward business forecast.
4.	Execute plans to grow collaborative R&D funding between industry teams and ETP partner university teams, utilising ETP and other funding sources in alignment with key target metrics. Monitor appropriate funding networks, and utilise funding sources to enable identification and prioritisation of project opportunities with relevant academics and researchers.
5.	Promote the capabilities of ETP partner university research and industrialisation teams in energy distribution and infrastructure, working in coordination with ETP theme members in the attraction of funded activity and realisation of industry impact.
6.	Lead the development of compelling funding proposals that support SME technology and business development through ETP academic support, managing these in conjunction with partners and their administration groups.
7.	Contribute to relevant reports to support internal and external stakeholder management reporting requirements.
8.	Plan and manage own workload, with guidance from the ETP Theme Coordinator, ETP Project Manager and colleagues as required. Provide appropriate project management and dissemination activities in support of ETP projects.
9.	Work with the rest of the ETP BDM team to jointly deliver targets and outcomes, maintain appropriate records and share best practice.

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 Good Honours degree in a relevant discipline (e.g. engineering, physical sciences or business)

D1 Postgraduate degree in a relevant discipline (e.g. engineering, physical sciences or business management) or have equivalent, relevant experience.

D2 Membership of relevant Chartered/professional bodies

Experience

E2 Experience of working with external clients or partners to capture requirements and develop project collaborations

E3 A track record of securing a pipeline of successful innovation projects

D3 Technical knowledge and experience in domain relevant to energy distribution & infrastructure

Job Related Skills and Achievements

E4 Good working knowledge of the energy sector and its funding landscape (Scotland, UK, international)

E5 High level of initiative with the ability and energy to rapidly realise project opportunities

E6 Strong analytical and report/proposal writing skills

E7 Proven analytical and problem solving capabilities

Personal Attributes

E8 Excellent interpersonal skills, and ability to work collaboratively with diverse individuals and teams at all levels in a wide range of organisations. with the ability to listen, engage and persuade.

E9 Excellent communication, analytical and negotiation skills.

E10 Demonstrable ability to listen, lead and influence, with a well-developed business acumen and excellent networking skills.

E11 Self-motivation, enthusiasm for the domain, and tenacity

Other Relevant Factors

E12 Prepared to travel when required, including driving (full valid driving license and access to own vehicle required)

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 Stephen-Mark William, ETP Executive Director (stephenmark.williams@strath.ac.uk) or Prof Graeme Burt, director, Institute for Energy and Environment (graeme.burt@strath.ac.uk).

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](#).

Interviews

Formal interviews for this post will be held in October 2021.

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.

