

# Research Development Lead

Department	Advanced Forming Research Centre (AFRC)		
Faculty	Faculty of Engineering ( <a href="http://www.strath.ac.uk/engineering/">www.strath.ac.uk/engineering/</a> )		
Staff Category	Administrative and Professional	Reference No	436285
Reports To	AFRC COO	Grade:	8
Salary Range:	£42149 - £51799	Contract Type:	Open Contract
FTE:	1 (35 hours/week)	Closing Date	Monday, 4 July 2022

## Job Advert

The Advanced Forming Research Centre (AFRC) is an industry centred facility, working in partnership with multi-national OEMs such as Rolls Royce and Boeing, as well as companies within the forging and forming supply chain such as Castings Technologies International and Sheffield Forgemasters. Known for building strong collaborative links with industry, government and the third sector to transform productivity and innovation throughout the forging and forming supply chain, the AFRC helps to de-risk manufacturing business investment and accelerate innovation by providing industry with access to modern equipment and expertise to support prototyping, testing and scale up to industrial production.

The main facility is located near Glasgow Airport with a satellite office in Sheffield to specifically enable companies within Yorkshire and the Midlands to actively and rapidly engage with our wide-ranging expertise

The AFRC is part of the University of Strathclyde, a leading international technological university, and is one of the research centres aligned with the National Manufacturing Institute Scotland.

The AFRC are seeking to recruit an experienced individual who will help grow the AFRC's collaborative R&D programme in the UK, Europe and beyond. You will develop AFRC collaborative R&D focussing on the commercial, legislative, economic and environmental aspects of the proposals, and working closely with the technical teams to support them to write the technical aspects related to the concept and innovation.

You will be responsible for working with the Business Development team to develop a pipeline of opportunities for collaborative R&D proposals and commercial tenders, helping to take them to successful submission, generating income to help the organisation grow and expand its capabilities. Your job will be to connect the AFRC to local, national and international forging and forming research, business and industry.

## Job Description

### Brief Outline of Job:

The Research Development Lead will be responsible for engaging with low TRL and industrial partners, as well as the internal engineering teams in order to develop the novel ideas to form new collaborative R&D projects. They will be responsible for identifying appropriate funding calls to support these ideas. The Research Development Lead will be responsible for the quality of all aspects of the proposal, including written documentation and presentations, ensuring that all documentation is clear, concise and compelling before being passed to the Bid Proposal Team for sign off and submission.

The successful candidate will build long term relationships with a range of stakeholders internally and externally to develop successful funding proposals.

## Main Activities/Responsibilities:

1.	Develop AFRC R&D collaborative proposals focussing on the commercial, legislative, economic and environmental aspects and working closely with the technical teams to support them to write the technical aspects related to the concept and innovation to satisfy the requirement of the funding call.
2.	Work with the Technical Teams to develop novel ideas that can be taken forward as collaborative projects.
3.	Identify relevant funding opportunities for forging and forming through effective horizon scanning, creating a pipeline of proposal ideas and ensuring that Technical Teams are kept informed.
4.	Work with business development colleagues to identify market opportunities, stakeholders and to build consortium.
5.	Use your network to create external partnerships that will work together to secure funding for new collaborative R&D projects.
6.	Respond to calls for proposals and commercial contract R&D tenders published in the UK, Europe and internationally that fit the AFRC strategy.
7.	Lead teams of internal and external stakeholders through the proposal development process, writing the strategic parts of the proposal, engaging with technical teams to ensure all technical aspects are addressed.
8.	Coordinate estimates for any proposals in development to ensure they will be competitive.
9.	Create and maintain positive account relationships with new and existing collaborators and public funders to retain and grow income over several years.
10.	Develop and maintain a knowledge base of 'boilerplate' answers and templates, as well as identifying ways to improve the quality, consistency and efficiency of the funding response process.

## Person Specification

<b>Educational and/or Professional Qualifications</b> (E=Essential, i.e. a candidate must meet all essential criteria to be considered for selection, D=Desirable)		<b>Essential/ Desirable</b>	<b>Assessment Method</b>
E1	Good honours degree in a relevant discipline or equivalent professional experience.	Essential	Application/CV
<b>Experience</b>			
E2	Significant track record of writing and securing large contract R&D, tenders, or proposal deals and large collaborative projects.	Essential	App/CV/ Interview
E3	Excellent understanding of the national, regional and international funding landscape and mechanisms (including interpreting the variety of different rules around grant funding).	Essential	App/CV/ Interview
E4	Substantial industrial or academic experience with R&D and/or innovation, in particular the ability to develop novel ideas with technical teams/customers/users/technology providers.	Essential	App/CV/ Interview
<b>Job Related Skills and Achievements</b>			
E5	Organised and effective bid writer, used to developing large, complex proposals.	Essential	App/CV/ Interview
E6	Proven track record of developing networks with like-minded organizations / collaborators in the R&D space both in the UK and internationally.	Essential	App/CV/ Interview
<b>Personal Attributes</b>			
E7	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.	Essential	Interview

## Application Procedure

Applicants are required to complete an application form including the name of three referees who will be contacted 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 Helen Lightbody, AFRC Chief Operating Officer ([helen.lightbody@strath.ac.uk](mailto:helen.lightbody@strath.ac.uk), 07800 720 755).

### Conditions of Employment

Conditions of employment relating to the Knowledge Exchange 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](#).

### 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 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.

