

Business Development Director

CENSIS

Application Pack



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1. CENSIS Innovation Centre

CENSIS is a centre of excellence for Sensor and Imaging Systems (SIS) technologies that enables leading industry innovators and world-class university researchers to collaborate at the forefront of market-focused SIS innovation, developing products and services for global markets.

The innovation Centre for Sensor and Imaging Systems (SIS) was described as a game changer for Scotland when it launched in April 2013. It is a catalyst to an already rapidly growing technology market and there are endless opportunities within this emerging global market to develop fundamental changes to benefit society and commercialise sensor lead products over wide market areas. We have now been awarded a second five-year round of funding to move into Phase 2 of CENSIS.

Our role is to enable the Scottish industrial base at the level of sectors, subsectors, supplier webs and individual companies, predominantly but not exclusively on the demand side, to successfully adopt new digital and cyber-physical technologies as they pertain to SIS. To achieve this, CENSIS will leverage its in-house engineering, project management and supply chain development resource for industry to:

- Articulate the importance of the cyber-physical perspective for future business models.
- Identify, publicise and evidence the potential benefits of such technologies.
- Demonstrate state of the art, creating assets and spaces for idea exploration and acceleration.
- Showcasing and providing streamlined access to the Scottish academic research base, key for both project and skills delivery.
- Signpost industry to other public and private sector resources.
- Build relationships to create projects to mature technologies and de-risk solutions.
- Position Scottish consortia to access third party funds for such projects
- Develop assets to support companies to develop and scale up solutions, especially for export.
- Participate in project delivery and, where necessary, provide paid consultancy for industry.
- Provide a coherent voice for industry on future skills and application inspired research priorities.

Just on the supply side there are over 170 companies already working directly in SIS technologies in Scotland, generating over £2.5 billion per year to the economy, these companies and others within their supply chain will benefit from R&D, to extend existing products and develop new markets. The industry sector and its supply chain have huge potential to grow. Scotland is rapidly recognised as a global leader in SIS due to the broad research base residing in its world-class universities.

CENSIS forms tripartite project teams to develop industry-led projects, supporting companies to address industry, product and market challenges. This combines industry facilities with the best university research institutions to develop new services, fast prototype minimal viable products, improve ways of working, or strategic level understanding of markets and new market opportunities.

Over the next 5 years, CENSIS is expected to deliver 190 projects and to secure at least £3m of commercial revenues. We will create the opportunity to develop new innovations and are very business-focused, supporting the generation of future economic growth in Scotland to reinforce Scotland as a world leader in SIS technology.

2. Structure and Governance

CENSIS Governing Board

Overall responsibility for the strategic direction, risk management and remit of CENSIS is set by a Governing Board comprising 12 members plus Chair. The Governing Board meets quarterly.

Board Membership

Reflecting the industrial nature of CENSIS, the Governing Board has strong industry representation, and no more than three members from the university sector serve as Government Board members. Membership of the Governing Board rotates biennially except the Chair which is renewed every three years. The Principal Investigator from the host university, the University of Glasgow, and the CEO are permanent members.

Representatives of the Scottish Funding Council and Scottish Enterprise/Highlands and Islands Enterprise act as Board Observers.

Bob Downes, Chair

Bob has wide experience across private and public sectors in the UK, Europe and the US. He has been involved with many business sectors including telecommunications, energy, and health care; and has managed infrastructure provision as well as regional economic development. His responsibilities have covered large scale change management, strategy development and deep operational leadership. He has worked in large international corporate organisations and fast growth start-ups as well as government.

Bob is Chair of SEPA (Scottish Environment Protection Agency); Ofcom board member for Scotland; a board member of KUBE Networks; Chair of the Scottish Government Technology Advisory Board and a Trustee of the Glasgow School of Art Development Trust. He is an advisor to small technology businesses and a member of the Par Syndicate. Formerly Bob held senior roles with BT Group and the Conran Group, Scottish Enterprise and the Scottish Development Agency.

For further details on the Board members please see the CENSIS website.

3. Job Description

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Business Development Director

UNIVERSITY SERVICES (currently)
RESEARCH STRATEGY AND INNOVATION
Management Professional & Administrative
-SENIOR ADMINISTRATIVE GROUP

Job Purpose

The CENSIS Innovation Centre (Centre for Sensor & Imaging Systems) is a world-leading initiative that is highly respected across industry, academia, research communities and government. We are one of eight Innovation Centres funded by the Scottish Funding Council with support from Scottish Enterprise and Highlands and Islands Enterprise. The latter will become direct funders of CENSIS in phase 2 (due to start August 2018).

Our aim is to help businesses - large and small - accelerate innovation and market-entry. We bring together experts from Scotland's universities with our in-house expertise to deliver solutions. In our next phase, we will also provide industry-funded professional services that accelerate commercialisation.

To help us build on the existing success of CENSIS we require a Business Development professional with a proven track-record in selling the delivery of services.

The success of this role will require an entrepreneurial spirit who is highly respected across industry, academia, research communities and government. This role will promote CENSIS as a facilitator of innovation in world-leading applications.

To succeed you will need to work effectively at all levels and build strong relationships with commercial partners as well as with academics and in the public sector.

Reporting to the CEO, this role is part of the management team. It fits within a small, highly skilled team working across a broad range of technologies and application areas. The working environment is collegiate, but the organisation is goal orientated.

A relevant first degree in a STEM subject is required and a PhD or MBA would be an advantage, together with relevant experience and skills.

This job description is designed to identify key responsibilities of the post. It is not an exhaustive list of duties and will be subject to amendment as necessary in consultation with the post holder.

Main Duties and Responsibilities

1. Team leadership; working effectively and flexibly to maximise resource deployment.
2. Strong, passionate and visionary in a leadership style that can facilitate effective collaboration, articulate value propositions and sell professional services.
3. An outstanding communicator with proven influencing and facilitation ability.
4. An entrepreneurial spirit identifying opportunities where CENSIS could have a major impact
5. An individual who sees the 'bigger picture', linking CENSIS activity with national and international activity.
6. Highly credible and able to work effectively with colleagues and partners.
7. Be comfortable and confident operating in an emergent and dynamic sector where the path forward will need to evolve as circumstances require
8. Highly strategic with proven commercial nous.

Knowledge, Qualifications, Skills and Experience

Knowledge/Qualifications

Essential

A1 Professionally qualified with an Honours Degree in a Physical Science or Engineering related discipline.

A2 Knowledge project management in small, medium and large enterprises.

A3 Understanding of the capabilities in the HEI sector

A4 Knowledge of commercial opportunities across national and global markets

A5 Experience of developing a sales pipeline, including for collaborative projects between HEIs and industry and of proving robust business forecasts

A6 Proven strategic and operational experience.

Desirable

B1 A business qualification (e.g. MBA)

B2 Knowledge and understanding of intellectual property

B3 Knowledge and understanding of the contracting process between collaborative parties

B4 Working knowledge of funding schemes available within and outside Scotland to support innovation and collaborative development

Skills

Essential

C1 Demonstrable skills in Business Development leadership, management and strategy, combined with interpersonal skills to lead the BD team to success

C2 Strategic thinker, able to develop a plan for the long term strategic priorities while meeting the short term operational deliverables

C3 Good people management and team building approach.

C4 Entrepreneurial attitude with necessary persistence and drive to bring projects to a conclusion

C5 Excellent communications skills and ability to engage diverse stakeholders, with experience of creating delivering presentations at large scale events

Experience

Essential

E1 Proven experience in a commercial management role in an industrial research or development environment

E2 Proven experience of building high-level strategic partnerships and relationships.

E3 Experience of 'closing' deals and projects with industrial partners

E4 Experience of developing innovative solutions to business engagement in collaborative projects

E5 Experience of working with creatives in the development and production of marketing collateral, including in the digital domain

F6 Experience and understanding of working under State-Aid rules

F7 Successful track record of bidding and winning third party funded bids, such as Innovate UK

Desirable

F1 Experience of working in a high technology organisation

F2 Experience of developing a marketing message from concept through to launch including effective metrics

Job Features

Planning and Organising

1 Define the business engagement strategy to deliver the targets defined in the business plan for CENSIS across the whole of Scotland.

2. Contributing to the development of the strategy, business model and future service/product offerings

Internal/External Relationships

1. To agree business development targets and monitor execution against plan.

2. Build and develop relationships with companies, funding organisations, and HEIs to develop the business development capabilities of the centre.

3. Prepare written proposals for funding, investment or support by both public and private sector organisations that include Innovate UK, the EU, Scottish Enterprise and RUK.

Problem Solving

1. Identify means of effectively engaging with industry and business considering their regional objectives and priorities

Standard Terms & Conditions

Terms & Conditions

Salary: negotiable

New entrants to the University will be required to serve a probationary period of 6 months.

The successful applicant will be eligible to join the Universities' Superannuation Scheme. Further information regarding the scheme is available from the Superannuation Officer, who is also prepared to advise on questions relating to the transfer of Superannuation benefits.

Term of Office: 5 YEARS

Remuneration: Attractive package

Location: Glasgow with travel

8. How to Apply

For an information pack and an informal and confidential conversation, visit www.bd-search.co.uk or call our advising consultant:

- Baljit Dhadda on 0203 906 7776 or 07736 880699
- Peter Ward on 0203 906 7776 or 07711 058871

To submit your application details, email Baljit.Dhadda@bd-search.co.uk

You will be required to submit a CV and brief supporting statement that provides evidence of the competencies outlined in the Person Specification. You will also be asked to complete an Equal Opportunities Monitoring Form which can be found at www.bd-search.co.uk

Reasonable expenses for unavoidable travel expenses in connection with attending interviews will be reimbursed.

Diversity policy

The University of Glasgow is committed to providing equal opportunities for all, irrespective of race, age, disability, gender, marital status, religion, sexual orientation, transgender and working patterns.

This appointment will be conducted in line with principles of merit, fairness and openness.

Confidentiality

Confidential data is stored on a secure database. Personal data is collated for processing applications and is fully compliant with data protection legislation including GDPR. Please contact Baljit Dhadda if you have any concerns on Baljit.Dhadda@bd-search.co.uk