

Business Engagement Manager

Job Reference:	
Department:	Research, Enterprise and Knowledge Exchange
Grade/ Salary:	Grade 8
Contract Type:	Permanent
Hours:	35 hours per week (Full time)
Location:	New Cross, London

Closing Date for Applications: 14 June 2020

Interviews: Week Commencing 22 June 2020

Goldsmiths

Goldsmiths, University of London is a world-leading centre of educational excellence where ground-breaking research meets innovative teaching and thinking. We're looking for inspiring and talented people to help build on our global reputation while also growing personally in a true learning organisation.

We are happy to supply information in alternative formats for disabled applicants. Please contact hr@gold.ac.uk to make your request.



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Together
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Department of Research, Enterprise and Knowledge Exchange

The Research, Enterprise and Knowledge Exchange Department delivers the University's Research, Enterprise and Knowledge Exchange strategy. The Pro-Warden for Research and Enterprise provides academic leadership of this area and the Department is under the strategic management of the Director of Research, Innovation and Knowledge Exchange who reports to the Pro-Warden for Research and Enterprise.

In sum, the Department as a whole supports:

- the development of research and knowledge exchange bids;
- the financial management (and associated reporting) of the grants that are secured;
- the facilitation of partnerships between the academic research and external organisations in the private, public and third sectors, including contract research collaborations and consultancy projects;
- the University's compliance with codes of conduct, ethics and other statutory requirements;
- the development and delivery of the university's portfolio of unaccredited short courses and Executive Training.
- the University's REF submission;
- the commercialisation of Intellectual Property;
- Researcher Development – shaping and delivering training and mentoring that complements support from HR and academic departments;
- Policy-related activities.

Following a recent review of the structural capacities and capabilities within Research and Enterprise, we intend to develop the functions of Research, Enterprise and Knowledge Exchange to the benefit of Goldsmiths' strategic advantage, with the aims of:

- Building academic capacity;
- Bringing together two previously distinct, but complementary teams – Research Services and Enterprise Office – to enable the synergies and joint working that

will increasingly be required to enable the College to respond to the changed external funding landscape, particularly funding streams related to the Government's Industrial Strategy;

- Enhancing our understanding of the strategic aims of grant bodies;
- Being ready to respond to the timescales and specificities of Research, Enterprise and Knowledge Exchange funding opportunities;
- Building local relationships, business relations but also relationships with other universities;
- Developing clearer narratives about why Goldsmiths is the partner of choice for large consortium bids.

About this role

The Business Engagement Manager will oversee a small team (two direct reports) that develops new business and third sector relationships, in order to secure funding for collaborative research projects. The post holder will develop new opportunities and build on existing ones (such as our various SME engagements and the Open Innovation Network), and will also seek to facilitate growth in the portfolio of Innovate UK funded projects. Working closely with colleagues within Research, Enterprise and Knowledge Exchange, together with colleagues from across the University, the Head of Business will be expected to create coordinated approaches relevant to the University's research strengths and priorities. The post holder will also be responsible for the management of 'live' business engagements and partnerships, to ensure that they deliver beneficial outcomes.

Responsibilities of the Post:

Planning and Delivery

1. Manage and lead staff working on the development and management of business relationships.
2. Be responsible for specific partnerships and relationships of strategic importance to the University.

3. Build on and expand current business partnerships and consortia, including joint applications for new income capture.
4. Develop new income streams and strategies in line with the policies of funders, to help ensure continued and sustained growth.
5. Develop processes and systems to strengthen the University's engagements with business.
6. Work closely with colleagues across the College, to create and ensure that there is a coordinated and planned approach to the development of new strategic partnerships.
7. Manage and monitor the budget for the team as well as those for business projects and partnerships in coordination with the Deputy Director.
8. Strengthen the support to the SME targeted programmes and also the Open Innovation Network, to help them have more impact from their activities (i.e. through targeted follow-on actions and collaborative funding bids).

Support decision making

9. Provide analysis and regular reports to support the strengthening of the University's intelligence and horizon scanning functions, including analysis of the businesses with whom the University can build sustainable and impactful relationships.
10. Support the annual planning process for Research, Enterprise and Knowledge Exchange and inform the University's broader planning process.

Communications and relationships

11. Work proactively with academic departments and other professional service teams to identify promising projects and initiatives.

12. Work closely with the Director and Deputy Director, contribute to the development of a compelling narrative of the University's strengths for internal and external audiences and stakeholders.
13. Promote the benefits of business engagement to academic departments.
14. Represent the University at external meetings.
15. Deputise for the Deputy Director of Research and Enterprise as appropriate.

These duties are a guide to the work that the post holder will initially be required to undertake. They may be changed from time to time to meet changing circumstances.

Person Specification

Detailed below are the types of qualifications, experience, skills and knowledge which are required of the post holder. Selection will be made upon evidence of best-fit with this criteria.

The Essential criteria sections show the minimum essential requirements for the post, therefore if you cannot demonstrate in your application you meet the essential criteria categorised below, you will not be invited to interview.

The Desirable criteria sections show additional attributes which would enable the applicant to perform the role more effectively with little or no training.

The Category column indicates the method of assessment:

A = Application form C = Certificate
I = Interview R = Reference
T = Test / P = Presentation

	Category
Essential Criteria 1 - Qualifications	
First Degree or equivalent professional qualification	A, C, I
Essential Criteria 2 - Experience	
Demonstrable track record of leading and developing high performing teams	A, I
Successful track record of project delivery	A, I, R
Demonstrable experience of establishing effective working relationships and partnerships across multiple stakeholders	A, I, R
Experience of budget management	A, I
Experience of working within a project and matrix management environment	A, I
Desirable Criteria 2 - Experience	
Experience of working in or with business	A, I
Experience of working in or with academic researchers	A, I
A successful track record of winning major funding bids	A, I
Essential Criteria 3 – Knowledge	
Up to date knowledge of external policy changes that affect future requirements and opportunities in relation to Research and Enterprise	A, I
Good knowledge and understanding of the HE sector, including a range of HE research funders	A, I, R
Desirable Criteria 3 - Knowledge	
Good knowledge and understanding of the private sector	A, I, R
Essential Criteria 4 - Skills	
Excellent written and oral communication, presentation and organisational skills.	A, I
Ability to balance conflicting requirements and maintain the team's focus on key priorities	A, I
Ability to identify and implement innovative and creative solutions to resolve problems or realise opportunities	A, I
Highly numerate and experienced in managing budgets	A, I
Proven track record of influencing and of building productive relationships and partnerships with internal and external stakeholders.	A, I

Ability to develop and deliver training for the immediate team and wider academic community	A, I
Ability to effectively manage, support and motivate staff. Be an effective member of a team and work beyond departmental boundaries.	A, I
Ability to work independently and be self-reliant	A, I
Good negotiating and influencing skills	A, I
Ability to manage and prioritise the post's workload	A, I
Ability to adapt to changing priorities and timescales	A, I

Please also note that where qualifications are required, employment is conditional on the verification of them. Qualifications (must be original documents) will be checked on the first day of appointment.

For more information about the role, please contact Jennie San, e-mail j.san@gold.ac.uk.

May, 2020

Summary of Benefits

If you choose to work with us, you'll become part of a learning organisation that is committed to professional and personal development, with a comprehensive and innovative staff development programme.

You'll also have access to frequent lunchtime and evening talks, seminars and performances, and annual performance and development reviews.

Our other benefits include:

- Competitive salary
- On-site cinema, Curzon Goldsmiths, with staff discounts and special screenings
- Working in Zone 2, with fantastic transport links and interest free travel to work loans
- Excellent annual leave entitlement plus additional closure days at Christmas and Easter
- Membership of USS or LPFA pension scheme, dependent upon grade
- Access to exclusive discounts, including high street retailers
- Maternity, paternity, shared parental leave and adoption leave and pay and tax efficient childcare voucher scheme
- Contractual sick pay provision
- Free eye tests
- Wellbeing initiatives including the Chaplaincy and Staff Choir
- On-site [dining facilities](#) and [gym](#)
- Access to [University of London facilities](#) such as Senate House Library

Further information

For more information about Goldsmiths, please visit: www.gold.ac.uk/about.

We can supply information in alternative formats for people with a visual impairment or dyslexia. For this please contact hr@gold.ac.uk, or visit www.gold.ac.uk/hr.

Thank you for your interest in working with us, we wish you all the best with your application.