

Quantum Technology Hub Business Development Manager

Job Purpose

The University of Glasgow is looking for a highly motivated candidate to join a small dynamic team tasked with successfully delivering Phase 2 of QuantIC, the UK Quantum Technology Hub in Imaging, and positioning the University for sustainable long-term activity in this area once the current round of funding expires in November 2024.

Working as part of the Hub Central Team, the post holder will be directly responsible for the development and delivery of the Hub User Engagement and Commercialisation Strategy, by identifying and delivering on research and knowledge exchange opportunities between the Hub and industry.

Collaboration in research and development with industry will lead to the commercialisation of quantum imaging technologies and deliver maximum economic impact for the UK. The postholder will lead on identifying external funding opportunities and industry investment for future sustainability of the Hub's activities.

Main Duties and Responsibilities

1. Building upon an existing core of industry partners, expand and consolidate the industrial engagement of QuantIC and raise direct industrial funding in support of the Hub research and commercialisation activities. This will include negotiating financial support for technology development projects from industry, external funding sources, and/or development agencies.
2. Work strategically with the Hub's Management Team to identify and agree those areas which are priority for seeking funds from and/or marketing to industry, government, charities and international funders, including the European Commission.
3. Take responsibility for the development of research and knowledge exchange opportunities in the agreed priority areas. In particular, take leadership in the development of funding applications to broaden the user engagement and delivering the long-term sustainability of the Hub.
4. Work with the Hub's Marketing and Communication Officer to develop marketing activities promoting Hub's capabilities and to industry, potential funders and research stakeholders.
5. Work with knowledge transfer offices of all QuantIC collaborating institutions taking a leading role in the exploitation of the Hub's research to maximise commercial impact and reputational value.
6. Proactively develop and maintain appropriate customer relationships.
7. Undertake any other duties of equivalent standing as required by the Management Team.
8. To keep up to date with current developments in the subject fields.
9. To take a leading role in the enhancement of the University's international profile in line with the University's Strategic Plan, Glasgow 2020 – A Global Vision.

For Appointment at Grade 9

10. Provide leadership for the Business Development function, including proactively developing metrics that can be effectively used to guide the activities and focus of the Hub.
11. Proactively contribute to strategy development for the overall project – including strategies for future sustainability.

Knowledge, Qualifications, Skills and Experience

Knowledge / Qualifications

Essential

- A1. Degree in a physical science or engineering discipline or substantial vocational and relevant experience demonstrating management ability and knowledge in an appropriate professional / specialist area.
- A2. Significant knowledge and understanding of the challenges facing the development and of technology in a relevant technical area – able to speak authoritatively with stakeholders.
- A3. Knowledge of systems and structures for the commercialisation of technological research and development, including understanding of contractual, legal and financial framework.
- A4. Proven track record of raising substantial funding for technology/product development.

For Appointment at Grade 9

- B1. Working knowledge of the commercial, contractual and financial challenges within projects at each stage of development in SMEs and Corporates and strategies to overcome these challenges.

Skills

Essential:

- C1. Demonstrable skills in engaging and working with a broad range of stakeholders including industrialists, senior civil servants, funding bodies and academics.
- C2. Significant networking, relationship management, consultancy and facilitation skills.
- C3. Excellent organisational skills, project management and reporting ability.
- C4. Excellent communication, interpersonal and presentation skills.

For Appointment at Grade 9

- D1. Proven ability to develop staff within a project setting, motivating and mentoring as necessary to meet current and future requirements.
- D2. Significant ability to develop a plan for the long-term strategic priorities while meeting shorter term operational deliverables.

Experience

Essential

- E1. Substantial professional experience in private / public sector with a track record in coordinating the assembly and/or delivery of large technology development projects including academia and industry.
- E2. Track record of developing innovative solutions to business engagement in collaborative projects.

Desirable

- F1. At least 2 years' experience of either technology transfer and commercialisation of research or partnership development in a university or commercial environment.

For Appointment at Grade 9

- G1. A track record of influencing and negotiating at senior levels in the public and/or private sector towards the successful delivery of organisational objectives.
- G2. Experience of leading teams containing senior academics and industrialists and driving strategy in a technology environment.

Job Features

Dimensions

Take a leading role in the development and delivery of the Hub's industrial end user engagement strategy, leveraging external funding sources where appropriate to secure the long term sustainability of the Hub and maximise impact from the research and technology portfolio.

Planning and Organising

Develop a sound understanding of the markets and companies related to the relevant sectors
Work with the Marketing and Communication officer to implement, monitor and follow up on marketing campaigns

Work with the project manager to schedule external projects to ensure timely delivery of contracts
Manage industrial partners expectations and ensure excellent project communications

Decision Making

Determine, with stakeholders, areas with greatest potential for commercial exploitation
Drive activity with the Marketing and Communication Officer on appropriate marketing approaches, channels and contacts

Work with the Marketing and Communications Officer on content of marketing materials and presentations

Determine, based on market feedback, areas which should be developed as priorities

Internal/External Relationships

Internal

Provide written and verbal reports to Management Team and in relation to new commercial opportunities and business development activities

External

Develop positive and constructive relationships with companies and maximize impact of research

Develop productive relationships with funders such as UKRI/EPSRC

Problem Solving

Analyse and interpret market research data and marketing intelligence to inform the development of marketing approaches.

Standard Terms & Conditions

Terms & Conditions

Salary will be on the Management, Professional and Administrative Grade, level 8/9 £40,847 - £47,328 and £51,630-£58,089 per annum;

This position has funding for up to 24 months in the first instance.

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.

The University has recently been awarded the [Athena SWAN Institutional Bronze Award](#)