

**JOB DESCRIPTION**

**MARS (Mathematics for AI in Real World Systems) Partnership Development Manager**

**Vacancy Ref:**

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| **Job Title:** MARS Partnership Development Manager  | **Grade:** Grade 8P |
| **Department/College:** Research and Enterprise Services (RES)  |
| **Directly responsible to:** Faculty of Science and Technology Director of Partnerships and Business Engagement |
| **Supervisory responsibility for:** None  |
| **Other contacts**  |
| **Internal:** Head of MARS, MARS Project Manager, MARS Project Coordinator, MARS Implementation Group, MARS academics, researchers and PhD students, relevant academics across the broader University engaged in research in MARS-related areas (initially, Materials Engineering, Environmental Science, Health, and Cybersecurity), RES senior management team, other professional service staff including contracts and IPR, equivalent faculty/thematic Knowledge Exchange (KE) staff and broader KE staff, including the Senior Research Development Managers. |
| **External:**  MARS Project Partners, MARS-related organisations and companies including: large companies, SMEs, Government organisations, Local Authorities, third sector organisations, other Higher and Further Education institutions, relevant funders and policy makers. |
| **Major Duties:**The role of the MARS Partnership Development Manager (PDM) is to develop and maintain relationships with public and private sector organisations that will benefit from research that combines applied mathematics and AI to solve complex organisational challenges. The MARS PDM will develop innovation collaborations at local, regional and national level, and raise the profile of MARS-related research among non-academic organisations, initially in the following key domains: Materials Engineering, Environmental Science, Health, and Cybersecurity. The responsibilities of the post-holder will include: building the MARS contract research and consultancy portfolios; student-based partnership activities (e.g. student placements, CASE Studentships); organising professional training and secondment opportunities both for MARS staff and for affiliated industry partners; contributing to the organisation of MARS non-academic, partner-facing events (e.g. Industry Weeks); and supporting the commercialisation of intellectual property. Main duties of the role are to:* Work closely with the Head of MARS and the broader MARS team to develop and deliver a MARS-specific partnership strategy that aligns with the University’s business engagement strategy.
* Raise the profile of MARS by developing and maintaining a wide range of external partnerships with private and public sector organisations (large and small; local, regional and national) that will benefit from the application of dynamical mathematical modelling and AI to solve complex organisational challenges.
* Support the management of on-going business-external relationships, including secondments to and from Lancaster, student placements, the organisation of MARS partnership-facing events.
* Support the development of new Continuing Professional Development (CPD) courses in the context of the strategy.
* Develop proposals to secure funding for collaborative activities, significantly contributing to an increase in the volume and diversity of income (e.g. consultancy contracts, Knowledge Transfer Partnerships, Innovate UK grants, CASE Studentships).
* Develop and nurture effective relationships with key academic staff across the institution with expertise in academic fields related to MARS research.
* Market partnership opportunities to the public and commercial sectors, including opportunities for use of Lancaster’s specialist facilities and equipment.
* Increase internal and external awareness of MARS research within the public and commercial sectors.
* Deliver activities against SMART key performance indicators to measure the value (via income and other ways) of a range of partnerships with business and other users.
* Significantly contribute to the institutional annual Higher Education Business and Community Interaction (HE-BCI) Survey.
* Support the development of promotional material and case studies to showcase collaborative activities related to the MARS research domains (initially, Materials Engineering, Environmental Science, Health, and Cybersecurity).
* Adopt a One Lancaster approach including working collaboratively at all times and contributing to effective working and sharing of best practice across faculties and teams.
* Any other duties consistent with the nature and grading of the role as required.
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