

JOB DESCRIPTION
Head of Business Partnerships & Enterprise
Vacancy Ref: A2071

Job Title: Head of Business Partnerships & Enterprise: Physical Sciences	Present Grade: 9P
Department/Faculty: Science and Technology	
Directly responsible to: Faculty Director of Partnerships and Business Engagement	
Supervisory responsibility for: Two grade 8 Business Partnership Managers and ERDF project staff as appropriate.	
Other Contacts: <p>(Internal) Faculty Director of Partnerships and Business Engagement, Associate Dean for External Engagement and Internationalisation, Faculty Business Engagement Team, Heads of Department and members of staff in Chemistry, Engineering, Mathematics & Statistics and Physics, Institute Directors, academic staff, members of the cross-theme support teams and other departmental, faculty and central services support staff.</p> <p>(External) Businesses, including SME's and corporates, appropriate members of staff in companies and other science user organisations, funding agencies, equivalent roles in other HEIs and professional organisations.</p>	
<p>The Head of Business Partnerships & Enterprise will work with the Faculty Director of Partnerships and Business Engagement, the Heads of the Departments of Chemistry, Engineering, Mathematics & Statistics, Physics and the Directors of Energy Lancaster and the Material Science Institute to build and maintain relationships with external organisations. The post holder will lead activities across physical sciences with a remit to develop initiatives that deliver strategic impact regionally, nationally and internationally.</p> <p>Partnerships will take a variety of forms, including collaborative research, contract research, consultancy, a range of student-enabled partnerships/ placements, the development of professional training programmes, supporting elements of intellectual property commercialisation and the co-location of businesses onto the Lancaster University campus.</p> <p>The principal duties associated with this role include:</p> <ul style="list-style-type: none"> • Lead, develop and deliver the Physical Sciences knowledge exchange strategy that includes the manufacturing, materials and energy themes within FST and their connectivity across the University. A primary focus is income generation and the demonstration of impact from collaborative and contract research, economic regeneration, professional training and student-based partnerships. • Lead the development of impact generation from physical sciences research, including the development of high quality REF impact cases. • Take an active role in understanding the changing policy landscape around the emerging Industrial Strategy, the Northern Powerhouse and Local Enterprise Partnerships. • Work with the Faculty Director to connect, develop and grow relationships across the Faculty of Science and Technology and more broadly across the institution to identify and enhance cross faculty engagement opportunities. • Lead the development and delivery of new externally funded knowledge exchange projects within the departments of Chemistry, Engineering, Mathematics & Statistics and Physics. Where appropriate these will be delivered in collaboration with colleagues across the University. • Line management of knowledge exchange staff across the Chemistry, Engineering and Physics departments in the Faculty of Science and Technology 	

- To work with the Faculty Director to maximise the exposure of external organisations and businesses to the capability and business offerings from Physical Sciences and to facilitate broader connectivity within FST.
- Develop and deliver a set of high value business partnerships to deliver against SMART performance indicators.
- To take responsibility with academic staff for the development of new schemes of study at UG and PG with significant employer-based learning.
- As the lead on Physical Sciences, represent and promote FST, the Materials Science Institute and Energy Lancaster regionally, nationally and internationally via attendance at business facing networking events, relevant conferences and policy forums.

Any other duties consistent with the nature and grading of the role as agreed by the Faculty Director