

PERSON SPECIFICATION
Head of Business Partnerships and Enterprise
Vacancy Ref: A2072

Criteria	Essential/ Desirable	* Application Form/ Supporting Statements/ Interview
Previous experience of team leadership in a role within a higher education institution with responsibility for the development of funded research and teaching collaborations with business.	Essential	Application Form/ Supporting Statements
Demonstrable ability to develop partnerships with businesses via research or teaching partnerships which add significant value to the quality and impact of academic research and teaching.	Essential	Application Form/ Supporting Statements/ References
Proven and substantive track record of writing, winning and delivering large collaborative research project proposals for university- business collaboration.	Essential	Application Form/ Supporting Statements/ References
Highly developed team management, communication and negotiation skills, appropriate to a university management environment.	Essential	Application Form/ Supporting Statements and Interview.
Proven ability to quickly understand and communicate the application of physical sciences and engineering research to a range of science users	Essential	Application Form/ Supporting Statements and Interview.
Potential to undertake future leadership roles	Essential	Interview/ Supporting Statements.
Creative ability to solve problems, apply novel and successful approaches and work under pressure.	Essential	Application Form and Interview
Higher degree or equivalent experience in a relevant discipline	Essential	Application Form
A sound understanding of government policy e.g. the Industrial Strategy and HEI responses to it	Essential	Application Form/ Supporting Statements and interview.
Supportive testimonies from former employers/line managers regarding suitability for the role	Essential	References.
Previous experience of undertaking research in a higher education institution in order to understand research culture, motivations and develop modes of collaboration which are consistent with it.	Desirable	Supporting Statements/ Interview.
Experience in a relevant private-sector organisation	Desirable	Application Form
A relevant professional membership	Desirable	Application Form
Established external networks relevant to the role	Desirable	Application Form/ Interview
Experience of managing business co-location facilities	Desirable	Application Form
Regional or national level professional profile	Desirable	References
Evidence of managing and developing systems to monitor KE performance	Desirable	Application Form/ Supporting Statements

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- **Application Form** – assessed against the application form, curriculum vitae and letter of support. Applicants will not be asked to answer a specific supporting statement. Normally used to evaluate factual evidence e.g. award of a qualification. Will be “scored” as part of the shortlisting process.
- **Supporting Statements** - applicants are asked to provide a statement to demonstrate how they meet the criteria. The response will be “scored” as part of the shortlisting process.
- **Interview** – assessed during the interview process by either competency based interview questions, tests, presentation etc.