

**FURTHER PARTICULARS**

**Ref: A2138**

**Faculty Director of Partnerships and Business Engagement**

Lancaster is a Top 10 university set in 360 acres of parkland. Since 2003 we have invested in excess of £450m in new college residential and social facilities, new and refurbished teaching spaces and new research facilities. Our performance in the 2014 Research Excellence Framework has placed us amongst the top universities in the UK, and this reflects our increasing portfolio of regional, national and international research partnerships, and our outstanding record for teaching quality.

Science and Technology at Lancaster University is a community of approximately 2,500 students, 600 staff and 340 PhD students with an established track record in the development of enduring partnerships with a range of businesses and industry, both in the UK and overseas. This record demonstrates our commitment to ensuring our research and teaching delivers tangible economic returns and societal impact. We have dedicated facilities for the co-location of businesses into the heart of our Lancaster campus, continue to realise significant collaborative research income and ensure that the majority of our research is carried out in collaboration with business, industry and other science and engineering users.

To further support the development of our Business Partnerships Team, we wish to appoint a Faculty Director of Partnerships and Business Engagement.

We are looking for an enthusiastic and driven professional with the experience to lead and develop substantive collaborative arrangements with SMEs and larger companies and work with individuals and teams across the Faculty and University to develop new enterprises.

In return, we are able to offer a competitive salary and benefits package, including a generous holiday allowance (including the ability to purchase additional leave) and competitive pension scheme. You will also have access to excellent subsidised sport, leisure and childcare facilities across our campus.

The Faculty Director of Partnerships and Business Engagement will:

- lead the coordination of knowledge exchange and business engagement activity, and lead the interface of the Faculty PBE/KE with the wider University, ensuring good knowledge and oversight of the full set of University PBE/KE activities such as to contribute to wider University objectives;
- lead the development, planning and monitoring of strategy for the Faculty's PBE/KE activity;
- provide senior leadership for the deployment and operational oversight of funding streams associated with the Faculty's business and partnership activity (for example, HEIF, ERDF);
- work closely with Heads of Department, and across the University with other Faculties, and with the Director of Research and Enterprise Services and the PVC Research and Enterprise;

- interface with senior figures (e.g., CEOs) in a wide range of external organisations, including industry, government and third-sector;
- be a member of the Faculty senior management team, and responsible to the Dean for Faculty activity in KE;
- develop and maintain relationships with external funding bodies and other relevant organisations regionally, nationally and internationally;
- run the Faculty Partnerships and Business Engagement team and develop Faculty wide roles within it, in association with Heads of Department and the Faculty senior management team.

In order to meet the needs of this challenging role the post holder will be required to have:

- experience of leadership of university business partnership and engagement activity in a senior (management) capacity and a proven record of success;
- understanding of key interdisciplinary challenges for science and technology areas and ability to bring teams together to address them;
- understanding of the relationship between research, teaching and business partnerships/KE activities within a university context and experience of adding proven value to research and teaching;
- a proven track record of leading successful university business partnerships/KE funding bids to external organisations;
- good management skills including management of staff, of project deliverables, and of robust financial procedures;
- excellent communication and negotiating skills and the ability to represent the Faculty within the University, and regionally, nationally and internationally.

In recognition of this broad and exciting portfolio, the salary for the role is negotiable based on the experience and skills being brought by the preferred candidate.

For informal discussion of the role, please contact the Faculty Dean, Professor Peter Atkinson ([pma@lancaster.ac.uk](mailto:pma@lancaster.ac.uk)).