## Job Title: Business Partnerships Manager

### Present Grade: 8

| Department/College: | Lancaster Environment Centre |

| Directly responsible to: | Head of Enterprise and Business Partnerships |

### Supervisory responsibility for:

#### Other contacts

**Internal:** Head of Enterprise and Business Partnerships, Academic staff based in LEC and LU more widely, business development staff across LU, departmental, faculty and central services professional services and support staff.

**External:** Appropriate members of staff in companies and other science user organisations, funding agencies, equivalent roles in other HEIs and professional organisations.

### Major Duties:

The role of Business Partnerships Manager (one of two in the Lancaster Environment Centre), will work under the direction of the Head of Enterprise and Business Partnerships to develop and maintain relationships with businesses and other science users to support strategic environmentally focused initiatives in the region, nationally and internationally. The collaborative projects will focus on the broad challenge areas of agri-food, eco-innovation and sustainable catchments.

This will include collaborative and contract research partnerships, the commercialisation of IP, professional training development, economic regeneration and regional funding opportunities, a range of student based partnerships and support to the development of broader multi-disciplinary and partner funding opportunities.

Principle duties of the role are to work with the Head of EBP to:

- Lead, develop and deliver the University Knowledge Exchange Strategy with a primary focus on new income generation and the demonstration of impact from collaborative and contract research, business co-location, student-based partnerships and professional training.

- Work closely with other business development colleagues across the institution to actively identify opportunities for new cross-faculty engagement activity.

- In collaboration with academic colleagues, develop a range of collaborative research and teaching projects with business and other science users that connect with the key research challenges around agri-food, eco-innovation and sustainable catchments.

- Take a leading role in the co-location of companies into the department and in doing so raise the level of collaborative research and teaching with co-located companies. Manage the relationship with existing co-located companies.

- 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 science users.

- Participate (with academic staff) in the development and operation of schemes of study at undergraduate and postgraduate level with significant employer-based experiential learning opportunities.
Promote the university’s business engagement and enterprise activities at internal and external events.

Make a significant contribution to the delivery of major externally-funded knowledge exchange projects (e.g. revenue and capital projects funded by ERDF).

To undertake other duties consistent with the nature and grading of the role as required