

JOB DESCRIPTION
Vacancy Ref: A2571

Job Title: Partnerships and Business Engagement Manager	Present Grade: 8
Department/College: Faculty of Science and Technology	
Directly responsible to: Head of Partnerships and Business Engagement for the School of Computing and Communication	
Supervisory responsibility for:	
<p>Other contacts</p> <p>Internal: Faculty Director of Partnerships and Business Engagement, Faculty Business Engagement Team, Heads of Department and members of staff in Mathematics & Statistics, Psychology, Institute Directors, academic staff, members of the cross-theme support team and other departmental, faculty and central services 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>Major Duties:</p> <p>The role of the Partnerships and Business Engagement Manager will work under the direction of the Head of Partnerships and Business Engagement in the School of Computing and Communication. It will work across the Departments of Mathematics & Statistics and Psychology as well as Security Lancaster and the Data Science Institute to build and maintain relationships with external organisations. The post holders remit is 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>Principle duties of the role include:</p> <ul style="list-style-type: none"> • 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 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. • Take a leading role in the co-location of companies onto the campus and in doing so raise the level of collaborative research and teaching with co-located companies. This includes managing 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 partnership 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 ESIF). • To undertake other duties consistent with the nature and grading of the role as required 	