

PERSON SPECIFICATION
Partnership Development Manager
Vacancy Ref: A2644

Criteria	Essential/ Desirable	* Application Form/ Supporting Statements/ Interview
Degree level qualification.	Essential	Application Form
Experience of partnership development, effective collaborative working and a successful track record in client relationship/key account management	Essential	Application Form/Supporting Statements/Interview
Experience of business development and income generation from a broad range of sources (well developed bid writing skills is desirable)	Essential	Application Form/Supporting Statements/Interview
Understanding of the benefits to the University (staff and students) of external engagement and of the potential application of research and teaching of Management School disciplines	Essential	Supporting statements/interview
Excellent oral and written communication skills including the ability to present confidently and effectively in order to communicate the application of University expertise to external partners	Essential	Application Form/Interview
Ability to influence both academic colleagues and external stakeholders.	Essential	Interview
Willingness to travel regularly throughout the UK and make occasional overseas visits.	Essential	Interview
A good understanding of government policy relating to University engagement (e.g. the Industrial Strategy) and of relevant funding streams	Desirable	Supporting Statements/Interview
Demonstrable experience of successful project management	Desirable	Supporting statements/interview
Proven ability to develop, win and deliver collaborative and knowledge exchange (KE) projects with external organisations in partnership with academic colleagues.	Desirable	Supporting Statements/Interview
Postgraduate qualification and/or professional body membership.	Desirable	Application Form
Established external networks relevant to the role.	Desirable	Supporting Statements/Interview

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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 eg 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.