

**JOB DESCRIPTION**

PARTNERSHIPS DEVELOPMENT MANAGER, SCHOOL OF COMPUTING AND COMMUNICATIONS

**Vacancy Ref:** Click here to enter text.

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| **Job Title:** Partnerships Development Manager | **Present Grade:** 8 |
| **Department/College:** Research and Enterprise Services |
| **Directly responsible to:** Head of Partnerships and Business Engagement for Computing and Communications |
| **Supervisory responsibility for:** Click here to enter text. |
| **Other contacts**  |
| **Internal:** Faculty Director of Partnerships and Business Engagement, Faculty Business Engagement Team, Heads of Department and academic staff in the School of Computing and Communications and other relevant departments, other professional service staff including contracts and IPR, equivalent faculty and thematic Knowledge Exchange (KE) staff and broader KE staff, including the Senior Research Development Officers.  |
| **External:**  Relevant organisations and businesses including: large companies, SMEs, Government organisations, Local Authorities, third sector organisations, other Higher and Further Education institutions, relevant funders and policy makers.  |
| **Major Duties:**The role of the Partnerships Development Manager will operate across the School of Computing and Communications, as well as engagement with the Data Science Institute, Security Lancaster and other relevant departments, to build and maintain relationships with external public and private sector organisations. The post holder’s remit is to develop initiatives that deliver strategic impact for the University and support the delivery of institutional priorities as required by the Head of Partnerships and Business Engagement.Partnerships will take a variety of forms, including collaborative research, contract research, consultancy, a range of student-enabled partnerships or placements, the development of professional training programmes, supporting the commercialisation of intellectual property and the co-location of staff or other organisations onto the Lancaster University campus. Principle duties of the role include:* Support the Head of Partnerships and Engagement for Computing and Communications to develop and deliver the digital and computing theme as part of the University’s knowledge exchange strategy.
* Support, develop and deliver the University Knowledge Exchange Strategy with a primary focus on new income generation, including from Innovate UK, and the demonstration of impact from collaborative and contract research, co-location of external organisations on to campus, consultancy, IP commercialisation, the establishment of Knowledge Transfer Partnerships, student-based partnerships and professional training.
* Develop and maintain a wider range of external partnerships with private and public sector organisations large and small, in domains relevant to the School of Computing and Communications.
* Develop and nurture effective relationships with key academic staff across the institution with expertise in related academic fields.
* Work closely with other Knowledge Exchange and Research Development colleagues across the institution to identify opportunities for new cross-faculty engagement activity.
* Take a leading role in the co-location of organisations onto the campus and in doing so raise the level of collaborative activities with these organisations through ongoing relationship management.
* Deliver activities against SMART key performance indicators to measure the value (via income and other methods) of a range of partnerships with business and other science users.
* Participate with academic staff in the development and operation of placements at undergraduate and postgraduate level to ensure deeper collaborative relationships and significant employer-based experiential learning opportunities are sustained.
* Promote the University’s partnership activities at internal and external events.
* Make a significant contribution to the development of major institutional externally funded knowledge exchange projects.
* Significantly contribute to the targets associated with the programmes of activity currently underway across digital and related fields, therefore directly contributing to the institutional annual Higher Education Business and Community Interaction (HE-BCI) Survey and Knowledge Exchange Framework (KEF).
* Support the development of promotional material and case studies to showcase collaborative activities in relation to digital and related domains.
* Work collaboratively at all times and contribute to effective working and sharing of best practice across faculty-based Knowledge Exchange teams.
* To undertake other duties consistent with the nature and grading of the role as required
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