

**PARTICULARS OF APPOINTMENT**

**THE UNIVERSITY OF MANCHESTER**  
**FACULTY OF SCIENCE & ENGINEERING**  
**HENRY ROYCE INSTITUTE**

**Head of Business Engagement, Henry Royce Institute**

<b>Salary:</b>	£39,992 – £49,149 per annum, with a discretionary range up to £60,410 per annum for exceptional candidates
<b>Hours:</b>	Full-time (35 hours per week)
<b>Duration:</b>	Fixed-term for 5 years in the first instance
<b>Location:</b>	The University of Manchester, Oxford Road (some travel will also be required)
<b>Responsible to:</b>	Chief Executive Officer, Henry Royce Institute (with a dotted lines to the Royce Head of Operations and University Head of Business Engagement)

**Background:**

The Henry Royce Institute (The Royce) is the UK's home for Advanced Materials research, innovation and commercialisation. With its hub at The University of Manchester, the Institute has spokes at eight partner institutions: the Universities of Sheffield, Leeds, Liverpool, Cambridge, Oxford and Imperial College London, as well as at the UK Atomic Energy Authority and National Nuclear Laboratory. The £235m institute will allow the UK to grow its world-leading research and innovation base in Advanced Materials science, an area which is fundamental to all industrial sectors and the national economy.

The Royce is seeking a dedicated Head of Business Engagement (HoBE) who is able to instigate, drive and deliver a cohesive translation and commercialisation strategy for the institute, support technology exploitation, and network nationally with relevant industrial partners.

**Overall purpose of the role:**

The HoBE will be responsible for the strategic management of The Royce's commercialisation activities and industrial/ research development programmes, and will establish and implement a cohesive translation strategy to maximise the exploitation and impact of Advanced Materials

science at The Royce. The post holder will be a proactive, highly skilled, organised and motivated individual with proven experience of managing industry-related research projects. They will need to liaise effectively and coherently with academics, industry partners, university staff and external stakeholders, and to be networked nationally.

**Key responsibilities, accountabilities or duties:**

As part of the Leadership Team, the appointee will work closely with the CEO, Chief Scientist and the relevant leads and Core Area Champions from across all the Partner institutions. Major areas of activity and associated responsibilities include, but are not limited to:

Operational and strategic leadership

- Lead the coordination of industrial partnering and business engagement activities for the Royce. Develop and facilitate key strategic partnerships, leading on-going corporate relationship management.
- Be responsible with the CEO for implementing the long-term commercial development of the Royce. Develop and implement a cohesive strategy for a sustainable future for its network of activities, driving new funding opportunities from a range of sources.
- Work closely with the CEO, Chief Scientist and Core Area Champions to ensure that technology development and discovery research at the institute delivers solutions to industrial challenges in Advanced Materials.

Business engagement

- Develop funding landscape and market maps to secure new funding streams and to identify industrial partners in delivering against the business case and income generation targets.
- Build and maintain strong relationships with the relevant funding bodies, government departments and policy-makers, ensuring that the Royce is able to capitalise on relevant funding opportunities and policy changes.
- Negotiate and manage academic/industrial research collaborations to ensure projects are established and coordinated appropriately and that deliverables are met.
- Liaise closely with business engagement teams from across the Partner institutions to ensure alignment where appropriate of Royce activities.
- Develop and expand the Royce's external networks.

Commercialisation activities

- With the CEO, identify a pipeline of opportunities for commercialisation and spin-outs.
- Work with colleagues in the University of Manchester Intellectual Property Limited (UMIP) – and at Partner institutions' technology transfer teams and contracts offices – to ensure effective IP management, confidentiality of information, and that contractual and knowledge transfer agreements are professionally and efficiently managed.
- Develop and run workshops to engage Royce researchers with potential investors in their work.

### Reporting and analysis

- Write proposals, bids and tenders to draw in new and sustainable income sources.
- Develop clear reporting mechanisms for key market and target delivery information to the CEO, Royce boards and other bodies, including areas of risk and proposed changes to the business development or delivery strategy where targets are not being met.
- Devise and implement methods to monitor and assess the impact from industry contracts and commercialisation activities.
- Provide clear communication of complex information related to business engagement orally and in writing to the relevant Royce Boards and external stakeholders.

### Management and other duties

- Lead a Business Engagement Team across the Leadership and Royce@Manchester teams of e.g. Business Development Officers/Managers, Research Strategy Coordinators, Grants and Innovation Managers. Liaise closely with a network of equivalent posts at Partners.
- Be responsible for the line management of these staff, conducting PDRs and inductions and dealing with grievances and performance issues.
- Maintain effective working relationships with the central Research & Business Engagement Support Services team to ensure mutual benefit to both the University and the Royce.
- Perform other such other duties that may reasonably be associated with a post of this nature and/or as may be requested by the CEO.

**Essential knowledge, skills and experience:**

- Degree, or a relevant equivalent qualification, in a science or engineering discipline
- Experience of working in an interdisciplinary research environment
- Evidence of strategic research-related management in an academic or industrial setting
- Knowledge of research funding initiatives with proven successful experience of coordinating large grant applications and bids or of securing external income
- Experience of working with and/or for companies within the Advanced Materials supply chain
- Cognisant of the priorities and culture of relevant industrial sectors and an understanding of how companies engage with their academic partners
  
- Substantial leadership and management experience
- Strong relationship management skills – an ability to influence and persuade people at all levels of an organisation and to build effective working relationships across interdisciplinary teams and external collaborators and stakeholders
- Able to establish authority and credibility amongst academic colleagues
- Highly developed interpersonal skills that focus on clarity and simplicity
- Target/goal-driven and able to work with a sense of urgency to meet demanding and completing deadlines
- Able to work in complex organisational structures and to appropriately challenge the status quo

**Desirable knowledge, skills and experience:**

- Postgraduate degree in an area related to the Royce core research themes
- A relevant management qualification, e.g. MSP
  
- Knowledge of licensing, patents and/or spin-out company formation
- Proven experience of developing and negotiating a wide range of contracts including complex strategic arrangements and multiple party relationships
- An established network of contacts across companies of various sizes and sectors in the Advanced Materials supply chain
- An understanding of full economic costing and the pricing of research programmes with particular reference to industrial engagement activities