

Business Development Manager

Centre for Skin Sciences

Faculty of Life Sciences

School of Chemistry and Bioscience



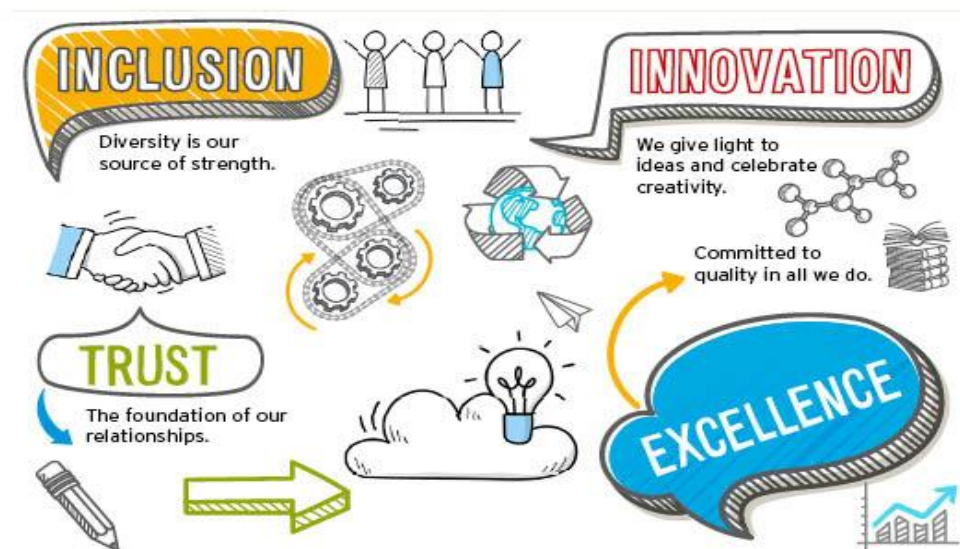
Brief summary of the role

Role title:	Business Development Manager
Grade:	8
Faculty or Directorate:	Faculty of Life Sciences
Service or Department:	School of Chemistry and Bioscience
Location:	Main Campus
Reports to:	Professor in Cutaneous Biology
Responsible for:	N/A

About the University of Bradford

Values

At the University of Bradford, we are guided by our core values of Excellence, Trust, Innovation, and Inclusion. These values shape our approach and our commitment to making diversity, equity, and inclusion part of everything we do – from how we build our curriculum to how we build our workforce. It is the responsibility of every employee to uphold the university values.



Equality, Diversity, and Inclusion (EDI)

At the University of Bradford, we are guided by our core values of Excellence, Trust, Innovation, and Inclusion. These values shape our approach and our commitment to making diversity, equity, and inclusion at the heart of everything we do.

We foster a work environment that's inclusive as well as diverse, where staff can be themselves and have the support and adjustments to be successful within their role.

We are dedicated to promoting equality and inclusivity throughout the university and have established several networks where individuals can find support and safe places fostering a sense of belonging and acceptance. We are committed to several equality charters such as Athena Swan, Race Equality Charter, Disability Confident and Stonewall University Champions Programme..

Health, safety, and wellbeing

Health and Safety is a partnership between employee and employer each having responsibilities, as such all employees of the University have a statutory duty of care for their own personal safety and that of others who may be affected by their acts or omissions.

It is the responsibility of all employees that they fulfil a proactive role towards the management of risk in all of their actions. This entails the risk assessment of all situations, the taking of appropriate actions and reporting of all incidents, near misses and hazards.

Managers should note they have a duty of care towards any staff they manage; academic staff also have a duty of care towards students.

All colleagues will need to ensure you are familiar with any relevant Health and Safety policies and procedures, seeking advice from the Central University Health and Safety team as appropriate.

We are registered members of the University Mental Health Charter. This visibly demonstrates our commitment to achieving cultural change in student and staff mental health and wellbeing across the whole university, whilst supporting the vision of our People Strategy to create a culture and environment of transformational diversity, inclusion and social mobility, creating a place where our values come to life and are evident in our approach.

Information governance

Employees have a responsibility for the information and records (including student, health, financial and administrative records) that are gathered or used as part of their work undertaken for the University.

An employee must consult their manager if they have any doubts about the appropriate handling of the information and records with which they work.

All employees must always adhere to data protection legislation and the University's policies and procedures in relation to information governance and information security.

Employees will be required, when and where appropriate to the role, to comply with the processing of requests under the Freedom of Information Act 2000.

Criminal record disclosures and working with vulnerable groups

Depending on the defined nature of your work and specialist area of expertise, the University may obtain a standard or enhanced disclosure through the Disclosure and Barring Service (DBS) under the Rehabilitation of Offenders Act 1974.

All employees of the University who have contact with children, young people, vulnerable adults, service users and their families must familiarise themselves, be aware of their responsibilities and adhere to the University's policy and Safeguarding Vulnerable Groups Act 2006.

The University is committed to protect and safeguard children, young people and Vulnerable Adults.

Suitable applicants will not be refused positions because of criminal record information or other information declared, where it has no bearing on the role (for which you are applying) and no risks have been identified against the duties you would be expected to perform as part of that role.

Role holder: essential and desirable attributes

Qualifications

Essential	<ul style="list-style-type: none"> • Honours degree in a relevant subject plus equivalent relevant work experience
Desirable	<ul style="list-style-type: none"> • PhD in a relevant subject • Training in any aspects of industry academic collaboration

Experience, skills, and knowledge

Essential	<ul style="list-style-type: none"> • Experience in a previous or current role that has developed or shaped academic-industry collaboration, whether from within industry or within academia • Experience in building external relationships/contacts and finding and acting on new KT opportunities whether through academic staff or through own research and efforts. • Experience of skin sciences research – or research in a related area such as biomedical engineering, skin microbiome research, ageing research • Strong communicator to both science and business audiences • Project management experience
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	<ul style="list-style-type: none"> • Ability to work with senior leadership teams in either academia or industry. • Keen interest in commercialisation of research •
Desirable	<ul style="list-style-type: none"> • Experience of working in industry in a technical role • Experience in a knowledge transfer role in a university • Experience in any or all of: contract management, projects costing, negotiation, intellectual property protection, confidentiality and data management will be an advantage • Experience working with information management systems. • Some experience supporting taught degree level students in their learning

Personal attributes

Essential	<ul style="list-style-type: none"> • Strategic thinker, can integrate diverse areas of science and leverage towards funded opportunities • Outgoing and comfortable working with people in both academic and industry settings • Tenacious – the role requires someone with a strong drive towards industry funding successes • Strong attention to detail – the role is complex and the successful person will have a varied workload with several activities in parallel • Self-motivated and proactive– the successful candidate will be working independently with minimal supervision • Demonstrate you value diversity and inclusion in your work and in the way you perform your role
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Desirable

- Experience of working to KPIs
- Experience in a staff mentoring role.
- Active membership of industry-linked societies/organisations

Main purpose of the role

CSS is a renowned Centre of expertise in skin and hair bioscience with a long history of skin and hair research and associated academic success. The BDM role will focus on partnerships that will secure sustainability and growth of CSS through fundamental and applied research, particularly in the cosmetics and personal care sectors internationally and more recently leading UKRI Ageing Networks to understand the skin microbiome across the world. Our work with industry is recognised as contributing to the wider impact of CSS and the University of Bradford, with a high-quality impact case study in REF2021. Some involvement in the successful MSc programme in skin science and stem cell biology and higher degree apprenticeship in cosmetic science will help develop the next generation of skin scientists.

CSS is one of four centers of expertise in the Faculty of Life Sciences (FLS) and the post holder will have opportunities for developing industrial collaboration across these centers and between schools in the faculty.

Main duties and responsibilities

Note: The list below may vary to include other reasonable requests (as directed by university management) which do not change the general character of the job or the level of responsibility entailed

- Support the Director of CSS in the development and effective implementation of CSS vision and strategy in research and knowledge transfer.
- Effectively operationalise CSS' plan to fully implement its industry partnerships agenda, bringing a combination of local (Bradford area), national and international focus to the knowledge exchange activities.
- Support the Associate Dean Research & Innovation for the Faculty of Life Sciences in developing a highly collegiate and collaborative research environment attractive to industry, acting as an advisor to colleagues in the Faculty of Life Sciences and organising events with industrial partner participation.
- Work effectively with colleagues across relevant professional services (legal/finance), Schools and Faculties at the university in promoting successful industry engagement.

Business Development

Including but not limited to:

- Engage with industry to shape and develop the industrial research landscape in CSS and the Faculty Research Forum team.
- Play a role in implementation of industry-academic partnering best practice within CSS and wider within the faculty.

- Consistently guide and innovate in enabling teams to translate scientific knowledge and competencies towards successful knowledge transfer/ exchange, income generation and high value impact and engagement towards REF28.
- Provide input and guidance in grant applications which include industry partners

External Stakeholder Engagement and Reputational Enhancement

Including but not limited to:

- Propose ways and identify opportunities to develop partnerships and networks that promote CSS vision through skin sciences innovation and research – nationally and internationally, including monitoring and reporting on the R&KT portfolio
- Bring an understanding of market analysis and positioning to the discussions with industry partners to enhance the value of the relationship
- Play an active role in the Innovate UK, UKRI and international networks and take the lead in business partnerships in the networks where CSS is a lead or partner
- Provide support to academic staff on business partnerships and establishing industry projects within the Faculty of Life Sciences
- Partner with other institutions and external bodies (e.g., Bionow) on industry innovation and entrepreneurship
- Be an educator to both scientific and non-scientific audiences with strong engagement through social media channels and web platforms.

Enhancing Knowledge Exchange Processes

Including but not limited to:

- Act as a bridge between Research and Innovation Services teams, finance, and academic staff within the Faculty to foster wider understanding and appreciation of the value of industrial funded translational research
- Be a force for innovation in developing processes that will increase efficiencies in knowledge transfer
- Work alongside academic staff supporting their industry engagement and provide training where appropriate
- Produce written and verbal reports including relevant financial details on projects awarded and in the pipeline for CSS Director and for the Life Sciences Research Forum.

As a university citizen supporting key student events throughout the year such as Open days, clearing, enrolment, and Graduation.