



Business Development Manager - University of Manchester

Salary: £30,738 - £47,801

The University of Manchester is one of the UK's leading research intensive universities and the first choice for UK business collaboration. The University works closely with organisations in the Manchester city region to support local growth and development. This post, to be located with the universities business engagement team, will build on these links to make our expertise even more accessible to businesses, particularly in some of our research beacon fields of advanced materials, energy and cancer/biomedical.

Business Development Manager - Manchester Metropolitan University

Salary: £40,082 to £46,414

Manchester Metropolitan University is one of the UK's largest and most popular universities. They are a major economic contributor to Greater Manchester and the wider region providing a range of services to Greater Manchester business and other organisations including; innovation through applied research and consultancy services, development and access cutting-edge technical equipment, and facilities. This post, to be located with MMUs business engagement team, will make access to the university simpler for businesses, particularly through Knowledge Transfer Partnership agreements.

Business Development Manager - University of Salford

Salary: £31,342 to £37,394

The University of Salford is a major institution within Greater Manchester that has a clear vision to excel in teaching, research, innovation and engagement, and enjoys an excellent national and international reputation for its courses, teaching quality and the progression of students into responsible positions across a variety of industries. This post, working closely with partners, will be embedded within the University's Research and Enterprise team and will provide advice and direction to SMEs to increase university-business engagement, collaborative projects and to deliver high quality solutions in areas such as Knowledge Transfer Partnerships and innovation projects.

Essential Skills

- Sales and account management skills
- Presentation skills, both written and oral
- Excellent communication and networking skills
- Excellent planning, organisational, administrative and project management skills

- Well-developed IT skills, including an understanding of computerised management information systems, spreadsheets, diary management, e-mail and CRM databases. Qualifications, knowledge / Experience
- At least degree level business education, or degree level qualification with a management body or the relevant business experience to match those
- Over 10 years of sector(s)/business experience in the private sector, including at a senior management or Director level
- An ethical understanding of what commercial services best meet the interests of the client
- Knows how to prioritise and work with a portfolio of clients and prospects
- Experience of working in an academic or technology environment and using Microsoft office applications
- Understanding and experience of using project management techniques

Subject to funding these posts are to be part-funded by European Regional Development Funds within the 2014-2020 European Structural and Investment Funds Growth Programme.

University funding for these posts, will be subject to annual approval, with posts currently funded to July 2017.

These are posts are currently fixed term to September 2018.

The closing date for applications is at 5pm on Friday 17th June 2016.

For further details on the role and to download the job description please visit <http://businessgrowthhub.com/vacancies>

If you wish to apply for this vacancy or any of the others, please, complete the accompanying application form stating the reference number and send your application to jobs@businessgrowthhub.com or HR Advice, Business Growth Hub, Lee House, 90 Great Bridgewater Street, Manchester, M1 5JW. Selected candidates will be invited to interview during early January.