

Senior Business Development Manager – College of Engineering and Physical Sciences



OPPORTUNITY

Where change
gets real.



Reference: 0839-25

Grade: 9

Salary: £47,389- £56,535 per annum, depending on experience

Contract Type: Permanent

Basis: Full Time

Job description

Job Purpose:

The Senior Business Development Manager (SBDM) is a key strategic role; central to delivering Aston's sector-leading research, enterprise and innovation activities.

Reporting to the Director of Knowledge Exchange, the role holder will play a lead role in driving business development to build strategic, revenue generating partnerships with industry and other external stakeholders. These collaborations are essential for securing collaborative research income and innovation opportunities for the University.

The SBDM will be responsible for driving the delivery of the ambitious knowledge exchange targets outlined in the Aston 2030 Strategy for the College of Engineering and Physical Sciences with a particular focus on AI and digital innovation.

Main Duties/Responsibilities

- ▶ Work strategically to oversee research and innovation planning, research mapping activities and delivery of strategic business development.
- ▶ Deliver ambitious commercial income generation targets with industrial, public sector and other partners aligned with our research, innovation and enterprise priorities.
- ▶ Develop, agree and implement business and operational plans, based on Institute, College and University strategies.
- ▶ Lead on the development of large strategic and complex funding bids.
- ▶ Contribute towards strategic partnerships, account management and CRM activities across the University to drive growth and enhance value to all stakeholders.
- ▶ Develop KPIs and report on individual and team performance to Executive staff, Deans, Associate Deans and other senior leaders across the University.
- ▶ Collaborate closely with the Knowledge Transfer Partnerships (KTP) Manager to drive and support our sector leading KTP activity.
- ▶ Represent the University at high-profile meetings and events.
- ▶ Work closely with Research and Enterprise colleague, including Aston Ventures and the Impact Team to support translational research and industrial engagement for other research funders i.e. UKRI and EU funding.
- ▶ Work with the Research and operations team to ensure that Aston and its academics interests are safeguarded when negotiating NDAs and award contracts.
- ▶ Lead on co-ordinating efforts with our marketing team to maximise the profile of our collaborative research and knowledge exchange activities.

Additional responsibilities

- ▶ Engage in continuous personal and professional development in line with the demands of the role, including undertaking relevant training and development activities.
- ▶ Ensure and promote the personal health, safety and wellbeing of staff and students.
- ▶ Carry out duties in a way which promotes fairness in all matters and which engenders trust.
- ▶ Promote equality of opportunity and support diversity and inclusion as well as working to support the University's environmental sustainability agenda and practices.

Person specification

	Essential	Method of assessment
Education and qualifications	<p>A degree in a relevant field e.g. engineering or a scientific related degree.</p> <p>Experience in a similar level or experience in engineering and physical sciences.</p>	Application form
Experience	<p>Proven track record of delivering strategic business development within a research-intensive or higher education environment.</p> <p>Experience of securing and managing large-scale funding bids (e.g., Innovate UK, UKRI, EU).</p> <p>Demonstrable success in developing and managing strategic partnerships with industry, public sector, and/or intermediary organisations.</p> <p>Experience of working with academic staff to develop collaborative research and knowledge exchange projects.</p> <p>An understanding of Knowledge Transfer Partnerships (KTPs) and translational research activities.</p> <p>Experience of representing an organisation at high-profile external meetings and events.</p>	
Aptitude and skills	<p>Strategic thinking and ability to align business development activities with institutional priorities.</p> <p>Excellent interpersonal and communication skills, with the ability to influence and engage senior stakeholders.</p> <p>Strong analytical and problem-solving skills, including the ability to interpret</p>	Application form and interview

	Essential	Method of assessment
	<p>funding landscapes and identify opportunities.</p> <p>Skilled in using data and performance metrics to inform strategic decision-making and continuous improvement.</p> <p>Ability to manage multiple complex projects and competing priorities effectively.</p> <p>High level of organisational and planning skills, with attention to detail.</p> <p>Collaborative working style, with the ability to build effective internal and external networks.</p> <p>Commercial awareness and understanding of the research and innovation ecosystem</p>	

	Desirable	Method of assessment
Education and qualifications	<p>Postgraduate qualification e.g. PhD in a relevant field or professional certification in business development, research innovation, or knowledge exchange.</p> <p>Evidence of continuous professional development in areas relevant to research, innovation, or enterprise.</p>	Application form
Experience	Experience contributing to or leading marketing and communications efforts to promote research and knowledge exchange activities	Application form and interview
Aptitude and Skills	Experience of working with CRM systems.	Application form and interview

University values

All staff are expected to demonstrate/promote the University's values and expectations, which are an integral part of our strategy and underpin the culture of the University. In addition, our leaders are expected to be accountable, help to execute strategic visions of the University and share and set clear expectations that inspire those around them.

Values + Behaviours



Innovation

We strive for excellence within ourselves and others, providing solutions to new and existing challenges.



Collaboration

We work best when we are collaborative, working together to contribute to the Aston community.



Ambition

We strive together for improvement and innovation looking ahead to see the bigger picture.



Inclusion

We treat everyone in our community equally and how they would like to be treated.



Integrity

We are open, honest and fair. We take ownership of the way we work and how we treat each other.

How to apply

You can apply for this role online via our website <https://www2.aston.ac.uk/staff-public/hr/jobs>.

Applications should be submitted by 23.59pm on the advertised closing date.
All applicants must complete an application form, along with your CV.

Any CV sent direct to the Recruitment Team and Recruiting Manager will not be accepted.

If you require a manual application form, then please contact the Recruitment Team via recruitment@aston.ac.uk.

Contact information

Enquiries about the vacancy:

Name: John Richards
Job Title: Director of Knowledge Exchange
Email: j.e.richards@aston.ac.uk

Enquiries about the application process, shortlisting or interviews:

Recruitment Team via recruitment@aston.ac.uk or 0121 204 4500.

Additional information

Visit our website <https://www2.aston.ac.uk/staff-public/hr> for full details of our salary scales and benefits Aston University staff enjoy.

Salary scales: <https://www2.aston.ac.uk/staff-public/hr/payroll-and-pensions/salary-scales/index>

Benefits: [Benefits and Rewards | Aston University](#)

Working in Birmingham: <https://www2.aston.ac.uk/birmingham>

Employment of Ex-Offenders: Under the Rehabilitation of Offenders Act 1974, a person with a criminal record is not required to disclose any spent convictions unless the positions they applying for is listed an exception under the act.

Eligibility to work in the UK: You should ensure that you meet the eligibility requirements, including meeting the [English language standards](#). If you do not meet the eligibility criteria, any application for a work visa would be unsuccessful. Please see UKVI guidance for further information on eligibility, knowledge of English requirements and approved test centres <https://www.gov.uk/tier-2-general>

With the end of free movement for EU/EEA/Swiss nationals from 1 January 2021, the UK's new immigration system applies to all non-UK/Irish nationals who require a visa.

Where an individual is subject to UK immigration control, they will require a visa to work in the UK.

The following individuals do not need a visa for the UK, but do still have to prove their right to work before employment can commence:

- **British Citizens or Irish Nationals**
- **EU/EEA/Swiss nationals with Settled or Pre-settled status under the EU Settlement Scheme**
- **Non-EEA nationals with Indefinite Leave to Remain/Settlement in the UK**

The main routes available for those who need a visa to work in the UK are **Skilled Worker**, **Global Talent** and the **Graduate Route**.

You can find further information about each of these visa routes on our candidate immigration page.

If you will conduct research in your role, you may need to apply for and obtain ATAS clearance before Aston can issue a Certificate of Sponsorship for your visa application. Please see below for further details.

Academic Technology Approval Scheme (ATAS):

If you will conduct research in your role and you apply for a Skilled Worker or Temporary

Worker GAE visa, you may need to apply for and obtain ATAS clearance before Aston can issue a Certificate of Sponsorship for your visa application.

This process can take at least 6 weeks to process, and Aston will consider this when confirming your expected start date. Processing times will increase between April and September and can longer to complete.

There is no fast-track option available. ATAS certificates will be processed in order of receipt.

You can find more information about ATAS on our candidate immigration page.

Before you start and Right to Work

90-day entry vignette

If you have applied for your visa outside of the UK, you will receive a vignette in your passport which is usually valid for 90 days. Please make sure to travel to the UK within the 'valid from' and 'valid to' dates on this visa. If you entered the UK before or after these dates, you would not 'activate' the visa and you would need to leave and re-enter the country.

You will also receive a decision letter confirming details about your immigration permission and where to collect your Biometric Residence Permit.

Cost of Living - Estate and Letting Agents

There are numerous Estate and Letting Agents in and around Birmingham that can help you find suitable accommodation. The Midland Landlord Accreditation Scheme provides a list of professional agencies and landlords who have applied with them for accreditation. Whilst accreditation is not a guarantee of quality, it provides some reassurance about the standard of the service they provide.

You can also use property search websites such as Rightmove or Zoopla.

Equal Opportunities

Aston University promotes equality and diversity in all aspects of its work. We aim to ensure, through our admissions policies for students, and our staff recruitment and selection processes that we encourage applications from all groups represented in the wider community at a local, national and international level.

The University will endeavour not to discriminate unfairly or illegally, directly or indirectly, against student or potential students, staff or potential staff. This commitment applies to all functions of the University and to any stage of an individual's career.

An Equal Opportunities Monitoring Form is included within the application form. Data you provide on the Equal Opportunities Monitoring Form will be included in a general database, for statistical monitoring purposes, enabling the University to monitor the effectiveness of its

Policy, Codes of Practice and Guidelines on Equal Opportunities in Employment.
Individuals will not be identified by name.

Data Protection

Your personal data will be processed in compliance with the Data Protection Act 2018 and the General Data Protection Regulation ((EU) 2016/679) ("GDPR"). The University's Data Protection Policy and Privacy Notices, including the Job Applicant Privacy Notice can be found at <https://www2.aston.ac.uk/data-protection>. Your application will only be used to inform the selection process, unless you are successful, in which case it will form the basis of your personal record with the University which will be stored in manual and/or electronic files. Information in statistical form on present and former employees is given to appropriate outside bodies.

Full details of our terms and conditions of service and associated policies and procedures are available online at <https://www2.aston.ac.uk/staff-public/hr/policies>

Aston University
Birmingham
B4 7ET, UK.
+44 (0)121 204 3000

www.aston.ac.uk