**Job Title:** Knowledge Exchange Manager - Life Sciences  
**Department:** Research and Innovation

### Qualifications and Training

<table>
<thead>
<tr>
<th>Essential</th>
<th>Desirable</th>
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<tbody>
<tr>
<td>Qualifications and Training</td>
<td></td>
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<tr>
<td>A first degree in a life or biological science related field.</td>
<td>X</td>
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<tr>
<td>A postgraduate level degree in a life biological science related field.</td>
<td>X</td>
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</tbody>
</table>

### Specific Skills, Experience and Knowledge

- Demonstrate a track record of success within either the university sector, industry, funding agencies/councils of obtaining or supporting the successful generation of funding to support R&D and innovation in the life science or biotechnology fields.  
  - Tested by: Application Form and Interview

- Experience at a managerial level of successfully working at the interface between university research and industry in the life science or biotechnology fields.  
  - Tested by: Interview

- Experience of pro-actively identifying mutually beneficial collaborative partnerships, and building and developing relationships with stakeholders both internally and externally to increase income generation associated with innovation and enterprise activities in the life science or biotechnology fields.  
  - Tested by: Application Form and Interview

- Experience of leading and facilitating collaborative activities in support of enterprise and innovation goals, and socio-economic impact acceleration.  
  - Tested by: Application Form and Interview

- Previous participation as researcher, industrial partner or manager/administrator in collaborative research projects between universities and the private sector.  
  - Tested by: Interview

- Participation, as researcher, business partner or manager/administrator in successful, funded multi-partner projects.  
  - Tested by: Interview

- Good working knowledge of typical contract and IP agreements and intellectual property issues between partners collaborating in research, especially as they relate to collaborative development, innovation and enterprise activity.  
  - Tested by: Application Form and Interview

- Project planning and management skills, the ability to prioritise work and meet challenging deadlines delivering projects on time and to budget.  
  - Tested by: Interview

- The ability to express complex matters in different ways to meet the requirements and understanding of the audience, both verbally and in writing.  
  - Tested by: Interview

- Experience of developing IP and filing of patents.  
  - Tested by: Interview

- Experience of costing and pricing university grant projects using FEC.  
  - Tested by: Interview

- An understanding of commercial concepts such as P&L, ROI, value proposition, supply and value chains in life science or biotechnology fields.  
  - Tested by: Application Form and Interview

- Good understanding of the issues currently facing the UK HEI sector, and ability to work as a supportive and credible professional partner within an academic environment.  
  - Tested by: Interview

### Personal and Interpersonal Qualities

- The ability to initiate and maintain formal and informal networks both within the College and externally with senior management from commercial, regional development agencies, governmental and third sector organisations.  
  - Tested by: Application Form and Interview

- Ability to prioritise own and others work and meet challenging deadlines.  
  - Tested by: Interview

- An individual with the creativity, enthusiasm and commitment to initiate, shape and manage new opportunities and ways of working. A confident individual who can quickly win the trust of academic and administrative colleagues.  
  - Tested by: Interview

- Excellent verbal, written and presentational communication skills.  
  - Tested by: Interview

- Has an entrepreneurial outlook always seeking opportunities with a “can do” attitude.  
  - Tested by: Interview

- Experience of supervising other staff.  
  - Tested by: Interview

### Circumstances

- Need to occasionally travel abroad.  
  - Tested by: Interview

- Need to occasionally spend nights away from home.  
  - Tested by: Interview

- Use own car for occasional business use.  
  - Tested by: Interview