

PERSON SPECIFICATION

Details on the qualifications, experience, skills, knowledge and abilities that are needed to fulfil this role are set out below.

Job Title

Knowledge Exchange Manager – Digital Technologies

Department

Research and Innovation

Knowledge Exchange and Enterprise team

	Essential	Desirable	Tested by
Knowledge, Education, Qualifications and Training			
Significant experience of delivering successful partnerships and relationships to generate income, R&D and innovation in the Digital, Information Security, AI and Big Data fields	X		Application Form
A postgraduate level degree in a related field.		X	Application Form
Skills and/or Abilities			
Previous participation as a manager in collaborative research projects between universities and the private sector	X		Application Form
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	X		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	X		Application Form and Interview
The ability to express complex matters in different ways to meet the requirements and understanding of the audience, both verbally and in writing	X		Interview
Working knowledge of typical contract and intellectual property agreements especially when they relate to collaborative development, innovation and enterprise		X	Application Form and Interview
Ability to prioritise own and others work and meet challenging deadlines	X		Application Form and 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	X		Interview
Influencing other staff		X	Interview
Experience			
Demonstrate a track record of success within university or industry sectors of supporting, building and developing relationships with stakeholders both internally and externally to successfully generate relationships and income	X		Application Form and Interview

Experience at a managerial level of successfully working at the interface between university research and business	X		Application Form and Interview
Experience of pro-actively identifying mutually beneficial collaborative partnerships to increase income generation	X		Application Form and Interview
An understanding of commercial concepts such as P&L, ROI, value proposition, supply and value chains	X		Application Form
Experience of leading and facilitating collaborative activities in support of enterprise and innovation goals, and socio-economic knowledge exchange and impact acceleration	X		Application Form
Other requirements			
Need to occasionally spend unsocial hours away from campus		X	Interview