

Impact Manager

Built Environment-Smarter Transformation (BE-ST)



Role Description

GRADE

Grade 6

LOCATION

Built Environment
Smarter Transformation,
Hamilton International
Technology Park,
Blantyre, Lanarkshire,
G72 0AG

The role will involve some travel within Scotland and occasionally travel within the UK/EU/internationally may also be required.

LINE MANAGER

Head of Thematic
Programme

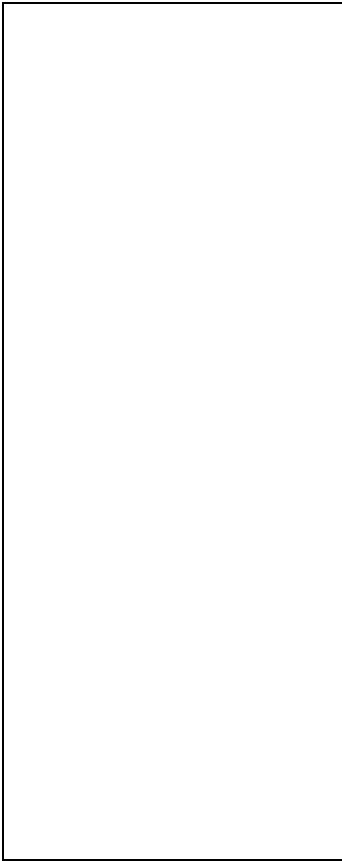
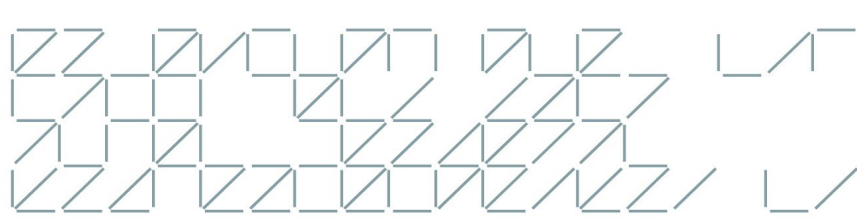
About BE-ST:

BE-ST supports Scotland's construction related businesses to innovate, collaborate and grow by matching innovation requirements with business support and academic specialists. Focusing on Business, Product, Process and Service forms of innovation we offer advice, funding, facilitation and access to the appropriate expertise, improving Scotland's global competitiveness and growing economic impact.

Activity is focused around the built industry's key strategic areas digitization, Modern methods of construction, sustainably and retrofit.

BE-ST is core funded by Scottish Funding Council (SFC), Highlands & Islands Enterprise (HIE) and Scottish Enterprise (SE). Additional revenues are generated through other public sector partners and commercial activity.

We work in partnership with a range of private, public and academic sector organisations and our support functions are administered by Edinburgh Napier University.



Role Summary:

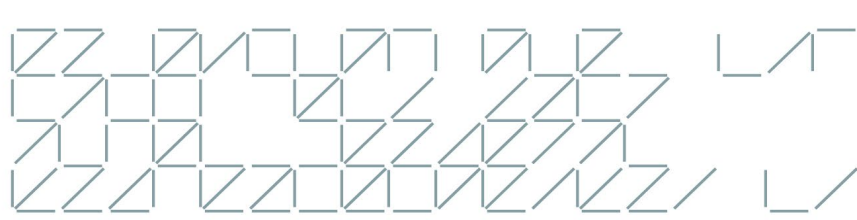
Together with a variety of awareness raising and innovation stimulation activities, this role involves business development and bid development activity for BE-ST to support the development of our commercial workstream. This will involve identifying and supporting the innovation needs of businesses, pulling in academic and business support specialists where required, facilitating collaboration and project managing high impact innovation projects.

Role purpose:

Working collaboratively with partners (i.e. universities and enterprise agencies including HIE, SE, InnovateUK and Funding Councils) support businesses to collaborate and innovate in the widest sense (businesses, people, product, process, service innovation), to improve competitiveness and deliver greater economic impact.

Line Management Responsibility for:

This role does not have any line management responsibilities currently.



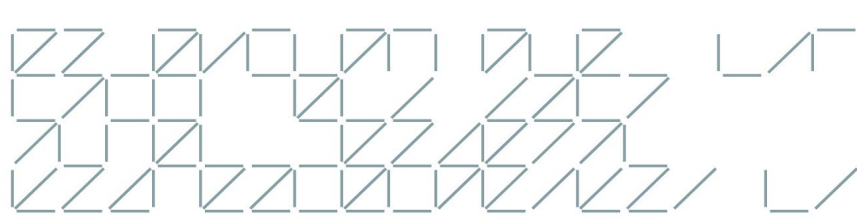
Main Duties and Responsibilities

As an active member of the Programme team, build long term, trusted relationships with key businesses to help them: innovate across wide range of areas; collaborate; take advantage of opportunities and innovation & growth funding; address strategic challenges; and improve their competitiveness, pulling in academic and business support specialists where required. This involves:

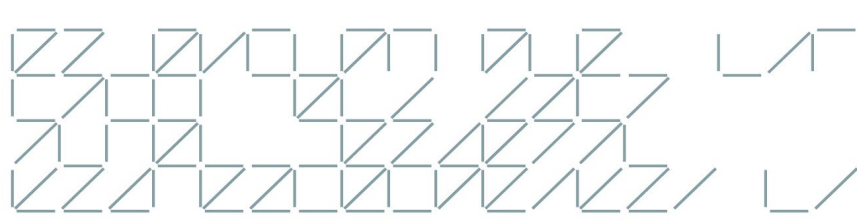
- Operating throughout Scotland and specific sub-sectors/industry challenges, pro-actively identifying potential clients and opportunities.
- Provide input into the development of the commercial workstream for BE-ST and pro-actively identifying, shaping and developing commercial opportunities.
- Acting as a first point of contact where appropriate, for construction and Built Environment related businesses - through the development of an understanding of their business, opportunities and challenges and the use of advanced relationship management and influencing skills, encourage and support them to collaborate, innovate and realise their ambitions.
- Often working with a wide range of partners (Private, Public, Academic and Further Education sectors as well as industry intermediaries) facilitate collaboration and support projects that address strategic industry opportunities and challenges.
- Working with businesses and academics, to prepare project and funding applications and project proposal documents (financial modelling, market assessment, project planning, IP management, and opportunity definition) providing guidance and where appropriate, ownership to progress projects through approval processes.
- Effective bid development to external public and private funding sources to ensure BE-ST meets its commercial income requirements.
- Managing and/or delivering live innovation projects, often involving managing multiple partners and complex relationships, ensuring compliance and project milestones are met and outcomes are delivered.
- Remaining up-to-date with matters influencing the sector including funding sources, technology and all associated intelligence

In addition, all members of the BE-ST Team are expected to:

- Demonstrate our values: Trust; Creativity; Excellence; Enthusiasm and Collaboration
- Work collaboratively with clients and stakeholders in the private, public, academic and further education sectors
- Delivery in response to individual, team and BE-ST Key Performance Indicators
- Proactively share knowledge, expertise, understanding, perspective and contacts with colleagues to continually build BE-ST's abilities and intelligence
- Contribute to the marketing of BE-ST, including attendance at events
- Build long term, trusting relationships with clients, stakeholders and funders and deliver outstanding levels of customer service



- Where appropriate work under one's own initiative but also always as part of a team
- Maintain records including a CRM system and contribute to management reporting
- Participate fully in management and team meetings and events
- Facilitate collaboration between businesses, academia and the public sector
- Remain up-to-date with matters influencing the sector and all associated intelligence
- To undertake any other duties as may reasonably be required by the Leadership team.
- Role model the University's values & behaviours.
- Be responsible for ensuring that the information and records processed (received, created, used, stored, destroyed) on behalf of the University are managed in compliance with ALL applicable legislation, codes and policies e.g. Data Protection, Information Security and Records Management.



PERSON SPECIFICATION

ESSENTIAL DESIRABLE

Education / Qualifications

- Degree or equivalent in a built environment discipline or business-related subject OR professional qualification in a relevant discipline, OR equivalent relevant experience. ✓

- An appropriate qualification in economic development / delivering business advice. ✓

Skills / Experience

- Significant experience of working closely in or with businesses, supporting business development or innovation activity. ✓

- An understanding of how Scotland / the UK's Construction sector operates from both a strategic and operational perspective (industry dynamics; supply chains etc). ✓

- Direct experience of working in/with the construction industry, particularly timber engineering, infrastructure/civil engineering, or housing sectors. ✓

- Experience of building successful long-term relationships with businesses of all sizes. ✓

- Strong project management experience with a track record of supporting complex projects. ✓

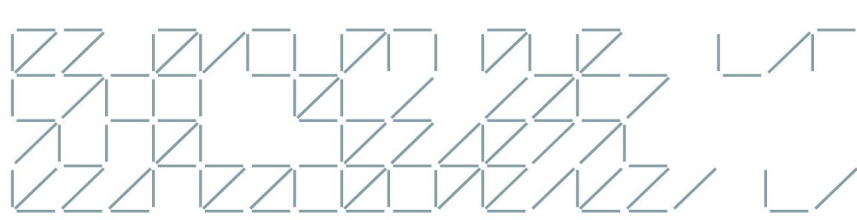
- Knowledge of existing / emerging construction technology to form an effective and credible interface between the University partners and external specialists. ✓

- Excellent interpersonal and communication skills to interact effectively with internal and external contacts at all levels of seniority, often involving a high degree of diplomacy. ✓

- Facilitation, influencing and negotiation skills. ✓

- Excellent presentation skills. ✓

- Credibility and ability to communicate on a technical level. ✓



• Excellent organisation, planning and time management skills for effective working and prioritisation of workloads and ability to work under own initiative when managing a large portfolio of complex projects or managing complex business and legal processes.	✓	
• Ability to work flexibly and, at times under pressure, to meet deadlines and changing priorities.	✓	
• Enthusiastic, proactive and professional approach.	✓	
• A self-starter, highly self-motivated whilst also a very strong team player.	✓	
• IT literate with proficiency in Microsoft Suite.	✓	
• Experience of working in an economic development context.		✓
• Experience of working with and applying for EU / UK Government funding mechanisms involving business led R&D collaborating with academic/public sector.		✓
• Experience of working with Universities and/or Colleges relating to innovation/R&D.		✓
• Experience of working with specific complex client groups such as the public sector, Higher Education Institutions (HEI) and Further Education Colleges to deliver customer requirements.		✓
• Experience of preparing funding or commercial bids.		✓
• Proven track record of new business generation.		✓
• Proven track record of working in complex, occasionally 'political', multi layered stakeholder environments, with competing agendas and demands and strong personalities.		✓
• Project Management skills in particular agile or scrum approaches.		✓
• Experience working with Monday.com.		✓