

NMIS – Chief Strategy & Commercial Officer

Department	NMIS (National Manufacturing Institute Scotland)		
Faculty	Faculty of Engineering (www.strath.ac.uk/engineering/)		
Staff Category	Administrative and Professional	Reference No	Click here to enter text.
Reports To	Chief Executive Officer - NMIS	Grade:	Senior Management
Salary Range:	Commensurate with the skills and experience of the candidate and the seniority of the role	Contract Type:	Open Contract
FTE	1	Closing Date	

Job Advert

The University of Strathclyde is a leading international technological institution and has a long history of working with industry to deliver strong business growth from access to research and innovation expertise. The latest major initiative continuing to deliver on this track record is through the National Manufacturing Institute Scotland (NMIS).

As a magnet for innovation in advanced manufacturing, the National Manufacturing Institute Scotland (NMIS) group of specialist R&D centres, supports manufacturing, engineering and associated tech businesses of all sizes, to thrive domestically and internationally through accelerating productivity, embracing new digital technologies and achieving net-zero targets.

We turn smart ideas into reality and deliver ground-breaking research.

Coming from diverse backgrounds and disciplines, our passionate team works alongside industry, academia, and the public sector to solve problems, train the workforce of the future and generate the creative ideas that will transform manufacturing.

Ultimately, we are growing the economy, developing a vibrant and skilled talent pool and helping create prosperous, sustainable communities.

The Chief Strategy & Commercial Officer is a key role in the NMIS executive leadership team and includes; leading the development and execution of the NMIS strategic business plan, leading Industry engagement & support activities to secure growth and deliver industrial impact, managing business development performance, growing a portfolio of major investment opportunities and co-ordinating commercial activities between NMIS and the University. A key expectation is for the role to significantly strengthen industry engagement, industrial impact and commercial income.

Job Description

Brief Outline of Job:

To lead the development and execution of a strategic business plan for NMIS, where the main objective is to deliver transformational industrial impact, while ensuring NMIS has a rapidly growing commercial income pipeline (in excess of £100m over the next 5 yrs) to underpin a bold ongoing investment programme. This will be enabled by significantly increasing industrial engagement and facilitating the formation of large co-funded industrial research and capability delivery programmes, in conjunction with government agencies and the wider research community. Operational activities will be through leadership of Business Development and Commercial resources across the NMIS Group, and supported by specialist teams within the University.

Main Activities/Responsibilities:

1.	Lead the development and execution of sustainable NMIS Business Development and Commercial Strategies in line with growth expectations (> £100m over 5 yrs) and NMIS strategic objectives.
2.	Develop and lead a new 'Industry' strategy that rapidly increases industrial engagement and investment, resulting in strategic relationships with many companies across multiple sectors, to deliver against challenging industrial impact targets and NMIS income commitments. This includes managing relationships with clients, ensuring their requirements are understood and met, as well as working with them to develop new initiatives in areas of mutual interest and in line with wider emerging national and global challenges.
3.	Work closely with leaders of individual NMIS Centres, across multiple sites, to develop and execute complementary business plans that meet the overall NMIS strategic business plan. Including the development of new operating models that encourage entrepreneurial thinking, leading to new ventures and investment opportunities.
4.	Lead the early-stage scoping and launch of large cross-NMIS programmes until the activity transitions to a dedicated programme team, ensuring ongoing support for effective delivery in line with NMIS values and expected commercial outcomes.
5.	Ensure industry and wider commercial income meets growth targets and broadly achieves the HVMC 1/3rds model, including the ongoing development and maintenance of an effective membership model
6.	Lead a new 'business focused' cultural thinking across NMIS, including commercial awareness, financial literacy and entrepreneurial thinking, that will lead to sustainable finances and a growing portfolio of exploitable IP, innovation incubators and company spin-outs.
7.	Work closely with the HVM Catapult to ensure NMIS is well positioned to optimise this critical relationship, including robust forward planning and meeting all ongoing commercial, contractual and operational support obligations.
8.	Lead the Business Development and Commercial business functions, and central Business Development team ensuring that staff are in place and effective, that systems and processes are in place across the NMIS group, and that a programme of strategic initiatives is created and maintained, sufficient to support achievement of NMIS business plan objectives.
9.	Monitor NMIS Business Development performance across the group and use visual project management tools to communicate Business Development progress to colleagues and stakeholders. As well as providing business case oversight and a portfolio of future business opportunities in support of the NMIS investment strategy.
10.	Coordinate NMIS resources in the capture and maintenance of industry insights and market analysis in a form that can be exploited across the NMIS group.
11.	As required, represent NMIS with senior stakeholders including customers, funding bodies, research networks, Catapults, trade bodies and potential members to maintain positive relationships, exploit emerging opportunities maximise income and growth and ensure NMIS is meeting ongoing commitments.
12.	Act as the NMIS link with the University's CCO team and Major Projects group, ensuring that NMIS and the University's overall strategic plans align. As well as making sure that where appropriate industrial relationships are managed across the University and NMIS so that synergies are realised.
13.	Ensure NMIS and University Commercial support (scale and responsiveness) meets the needs of the NMIS strategy and industry expectations.

Person Specification

Educational and/or Professional Qualifications		Essential/ Desirable
<small>(E=Essential, i.e. a candidate must meet all essential criteria to be considered for selection, D=Desirable)</small>		
E1	Degree qualified in a relevant discipline	Essential
E2	Professional Qualification in relevant area	Essential
Experience		
E3	Substantial experience as senior industry leader, commercial director or other relevant role	Essential
E4	A track record in delivering industry focused solutions, leading business development activities and managing client relationships.	Essential
E5	Strong strategic links at a senior level and skills to develop further productive relationships with industry, academics and key external bodies;	Essential

E6	Good understanding of knowledge exchange and innovation in a university and/or industry context;	Essential
E7	Commercial awareness partnered with a strategic mind-set	Essential
E8	Extensive project management track record	Essential
Job Related Skills and Achievements		
E9	Significant expertise in leading, developing and motivating large multi-disciplinary teams and ensuring key targets are met within resource constraints;	Essential
E10	In-depth understanding of market research methods and analysis	Essential
E11	Excellent organisational and leadership skills	Essential
E12	Proven people and change management skills	Essential
Personal Attributes		
E13	Outstanding communication and interpersonal abilities including the ability to motivate, negotiate, influence and network nationally and internationally	Essential
Other Relevant Factors		
E14	An understanding of the University values and an ability to demonstrate how they deploy them in their professional life	Essential

Application Procedure

More information on the role, process dates and how to apply can be found on the dedicated recruitment microsite at www.aspenpeople.co.uk/uos

Other Information

Further information on working at Strathclyde can be found on our website (<http://www.strath.ac.uk/hr/workforus>).

Informal enquiries about the post can be directed to Donogh O'Brien, Gillian Blackadder or Katharine Price at our recruitment partners, Aspen People, on 0141 212 7555.

Conditions of Employment

Conditions of employment relating to the Administrative and Professional staff category can be found at: [Conditions of Employment](#).

Rewards and Benefits

Our staff have access to a wide range of outstanding benefits that include financial rewards, family friendly and wellbeing benefits and career development opportunities, details of which can be found [here](#).

Pre-employment health screening

An offer of appointment will be subject to a medical assessment by Occupational Health. An individual who accepts an offer of employment must complete a confidential medical questionnaire and forward it to the Occupational Health Nurse within 5 days of receipt. If further information is required the individual may be contacted by the OHN or a Medical Advisor and a personal appointment with the individual may be arranged. An unconditional contract of employment will not be issued until Human Resources receives confirmation that applicant is fit to undertake the duties of the post.

Probation

Where applicable, the successful applicant will be required to serve a 12 month probationary period.

Pension

The successful applicant will be eligible to join the Universities' Superannuation Scheme. Further information regarding this scheme is available from [Payroll and Pensions](#).

Relocation

Where applicable, the University offers a relocation package to support new employees who meet the eligibility criteria. The relocation package is offered as a contribution towards costs incurred, and is designed to be flexible, allowing staff to use the financial support available in the way that will be most helpful to them. Further details are outlined in the Relocation Policy.

Equality and Diversity

We value diversity and welcome applications from all sections of the community.

The University currently holds a Bronze Athena SWAN award, recognising our commitment to advancing gender equality in academia across all academic disciplines and professional and support functions.

University Values

The University’s Values capture what we’re all about: who we are, what we believe in and what we stand for. [Our Values](#) have been derived from how we act and how we expect to be treated as part of Strathclyde.

