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FOR A SECOND TIME



Director, Industry Projects

Faculty:	Principal's Office (Office of the Director of Major Projects)	Reference No:	
Staff Category:	Knowledge Exchange	Grade:	Professor of Practice
Reports To:	Special Advisor to the Principal and Director of Major Projects	Contract Type:	Open Contract
Salary Range:	Commensurate with the skills and experience of the candidate and the seniority of the role	Closing Date:	
FTE:	1		

Job Advert

Introduction

The University of Strathclyde is a leading international technological university, focused on delivering excellent teaching and world-class research and known for forging strong collaborative links with industry, government, business and the third sector.

The University of Strathclyde has a pipeline of opportunities supporting industry and research growth. Delivering these opportunities as major projects that support the strategic aims of the University is the role of the Major Projects Team. As a result of successful growth in the University's research partnerships and our ambitious growth plans, the need has arisen for a further senior member of the team.

Job Description

Reporting to and working with the Special Advisor to the Principal/Director of Major Projects and to the Principal and Vice Chancellor, the Professor of Practice and Director of Industry Projects will be responsible for driving major projects at the University level, and ensuring the optimum set of opportunities with industry and public partners are identified and progressed, in line with the University strategic plans. The Professor of Practice and Director will be responsible for leading several major projects concurrently, each with differing timescales and stakeholder make-up and with an industry-focus and will need to put in place programme and project management systems that allow delivery of such a diverse and strategically important portfolio. Within this new framework the Professor of Practice and Director will monitor overall project budgets against approvals, drive value and report forecasts while delivering early warning and formal reporting of project key metrics as required.

Typically, Major Projects have the potential to deliver £5M+ annual research revenues over 10+ year time horizons. This revenue in-turn often attracts substantial capital infrastructure monies – often in the £50M range.

The University has long term relationships with many leading multinational corporations, who provide expertise and investment into our key Industry Centres (such as the AFRC and the PNDC) and we wish to both cultivate new and deepen existing relationships in order to advance the development opportunities identified for growth. The Professor of Practice and Director will ensure that existing industry partners have awareness of and access to the full benefits that the University can provide across its Faculties and Departments, support Departments and Industrial Centres to cultivate new relationships for mutual benefit and monitor the impact of these relationships on the University, industry partners and the economy. The University is very collaborative working with many international institutions, the post will require working with international academic institutes, research organisations and companies to form successful teams.

Where appropriate, it will be necessary for the Professor of Practice and Director to perform the role of 'CEO' of newly formed Centres for the initial start-up phase establishing, in consultation with key internal and external partners, the overall strategic objectives and business plan that is sustainable and aligned with the Centre vision and University strategy. The Professor of Practice and Director will then manage a smooth transition over to the established entity with the relevant Faculty leadership team(s). These interim CEO/ Centre Director roles would be in parallel with driving the major projects portfolio and would culminate in helping in the recruitment of a permanent CEO for the newly established industry centre.

The Professor of Practice and Director will be responsible for developing Strathclyde's already intensive programme of industrial collaboration by developing new practices and skillsets to enable, prioritise and grow both existing and new industrial relationships, developing and supporting engagement and collaboration in existing and new industrial centres.

A significant aspect of the role will be to grow and maintain a national and international network of senior industrial, government and academic contacts and to represent the University externally. The Professor of Practice and Director will be expected to lead the engagement with industrial and international parties at the highest level ('C' level in companies and equivalent in Government), expanding the industrial contacts and portfolio of projects thus ensuring the on-going delivery of major projects to the University. You will be expected to represent the Special Advisor to the Principal and/or the Principal in various meetings.

You will engage with academic and professional services colleagues to plan and implement academic collaborations, of scale, with industry.

You will hold an honours degree or higher in a technical subject and have extensive experience of working in R&D intensive environments, delivering innovation at pace and scale for industry. You will have a track record of engagement with industry clients, strong communication skills, and you will have proven programme management and leadership skills developed in complex highly technical environments.

You will operate with a high degree of autonomy, providing expert advice and knowledge of sectors/markets to identify new opportunities for collaboration and exploitation of Strathclyde research capability, translational capability and facilities. In collaboration with relevant academic leads, you will identify major project opportunities in industry and/or government and create proposal submissions (for facilities, research activities and education activities). You will provide leadership for major programmes

from building and leading the co-ordinating complex multi partner proposals to industry and/or government to leading new start-up centres.

Main Activities/Responsibilities:

1.	Support the Special Advisor to the Principal/Director of Major Projects and the Principal and Vice Chancellor in demonstrating leadership and support of pan-university communications and a cohesive approach to industry engagement through the development of close collaboration and networking, generating knowledge exchange partnerships and initiatives.
2.	Provide support to, and deputise as agreed, for the Principal and Special Advisor to the Principal in hosting client visits and visiting client facilities to strengthen client relationships and develop new ideas. Visitors can be senior international academic, industrial or government officials. This includes leading the development of strategies and business plans, developing targets for delivery and maximising growth in activity, as aligned with the University strategy, with a particular focus on translation of academic research to industrial or public policy fora.
3.	As required, for example as part of a “start-up” phase, perform the role of CEO/ Director of Industrial Centres, developing the strategic objectives and business plan in consultation with key internal and external partners.
4.	Identify and support the exploitation of cross-Faculty/inter-Centre collaboration opportunities and the exploitation of inter-university and other organisation collaboration opportunities, in particular those which have the potential to be sustainable and be of significant scale. Lead complex negotiations on behalf of the University with key industrial and public sector partners.
5.	Use market knowledge and work with external bodies to lead the identification of investment/funding sources and utilise existing networks and contacts to support economic success for the University (and relevant specific Centres). With a focus on delivery and outcomes support (or, where agreed, lead) the University Centre activities to attract/secure substantial funding for knowledge exchange activities, much of this will be achieved through broad stakeholder engagement, establishing strategic partnerships and influencing diverse organisations.
6.	Acting consultatively for CEOs/Directors of existing Strathclyde Centres; provide tactical and strategic input (including external business knowledge/experience and industry information/feedback), support (including business case writing/editing and Centre strategy creation/update) and leadership for agreed activities (including engagement with potential new members and customers, including working with senior industry colleagues).
7.	Produce reports for relevant committees and Faculty/University wide and external consideration in support of major proposals and University institutional decisions and to interact at senior levels both internally (throughout the University) and externally, and lead on providing high level advice in areas of expertise.
8.	Promote the work of the University nationally and internationally through, for example, keynote/plenary presentations at conferences and events.
9.	Undertake other duties as appropriate to the role

Person Specification

Educational and/or Professional Qualifications

(E=Essential, i.e. a candidate must meet all essential criteria to be considered for selection, D=Desirable)

E1 First degree in a relevant subject or equivalent professional qualifications and extensive relevant leadership experience in industry and/or government, demonstrating professional development through a series of progressively more demanding and influential work roles related to industry collaboration and/or public policy

D1 Formal project management qualification

D2 Member or Fellow of a senior professional institute;

D3 A masters and/or PhD in a relevant subject.

Experience

E2 Experience of developing and delivering successful strategic and operational plans in line with a broader programme of activity

E3 Experience working with industry, government and academia to deliver high value collaboration programmes.

E4 Proven track record of professional and strategic management and leadership experience, demonstrating professional development through a series of progressively more demanding and influential work roles.

E5 Extensive track record of working autonomously and remotely, having a leading influence, with industry clients at senior levels.

E6 Experience of budget management

E7 Experience in bid development and securing collaborative research and innovation funding

E8 Strong background in major project/ programme management to the scale of £50-100M+ with experience of working on capital technology projects and strong ethos of multidisciplinary teams

D4 Research experience

D5 Understanding of and an appropriate balance of experience within the “triple helix” components of the private, public and academic sectors.

Job Related Skills and Achievements

E9 Ability to report information and communicate critical information at a variety of levels from Principal down in a structured, efficient and appropriate way.

E10 Advanced communication and influencing skills to develop productive relationships with senior contacts in industry, academics and key external bodies

E11 Ability to provide leadership and support excellent pan-university communication and a cohesive approach to industry engagement.

E12 Proven skills in programme and project management.

E13 Strong team building skills – where the teams change rapidly from project to project;

Personal Attributes

E14 A high level of personal resilience with the ability to drive activity in highly complex technical fields with many priorities and mix of projects.

E15 Personal credibility and gravitas and the skill to work collaboratively, fostering relationships and influencing a broad range of internal and external partners.

E16 Excellent interpersonal and communications skills and confidence in engaging with, influencing and presenting to diverse audiences

E17 Flexible and able to multi task a large range of complex priorities

E18 Ability to resolve problems particularly where there may be a lack of precedent, this requiring innovation and creative thought to develop appropriate options. Ability to use experience and personal judgement to either make relevant decisions and/or to understand where it's appropriate to bring in additional expert knowledge.

Application Procedure

Applicants are required to complete an application form including the name of three referees who will be contacted before interview without further permission, unless you indicate that you would prefer otherwise. Applicants should also submit a Curriculum Vitae and a covering letter detailing the knowledge, skills and experience you think make you the right candidate for the job. Applicants should also complete the Equal Opportunities Monitoring Form.

Other Information

Further information on the application process and 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 Professor Graham Wren, Director of Major Projects (graham.wren@strath.ac.uk).

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](#).

Conditions of Employment

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

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](#).

Interviews

Formal interviews for this post are expected to be held in the weeks commencing 13 and 27 February 2023 (these dates may be subject to change, and candidates are asked to note the dates, exercising flexibility).

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 women's careers in science, technology, engineering, maths and medicine (STEMM) employment in academia.

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.

