

JOB DESCRIPTION & PERSON SPECIFICATION

1. Job title: Business Development Partner	Centre: NIAB
Grade: Senior Technical (£23,746 - £31,332)	
Location: Cambridge	
Reports to (Job title): Business Development Lead	Line Manages: n/a

2. Main purposes of role:

The BDP will be responsible for translating findings from the “Cambridge-India Network for Translational research in Nitrogen (CINTRIN)” into new project opportunities for NIAB in the UK, India and other South Asian countries. Incorporating other technologies and NIAB’s wider ambitions in this area the BDP will synthesize project findings into tangible outputs and new commercial project opportunities. You will work across NIAB to use CINTRIN outputs to capitalize on contacts and project opportunities in other South Asian countries such as Pakistan.

Identifying business opportunities, negotiating and closing business deals and then overseeing projects through to a successful conclusion are a key part of this role. Specifically the BDM will:

- Develop a network of contacts in the UK, India and other South Asian countries to further develop the CINTRIN network.
- Identify opportunities and sources of funding to develop new projects related to CINTRIN findings.
- Develop high quality proposals and close deals.
- Develop new links with collaborators and expand the CINTRIN network.
- Oversee and input to won projects to a successful conclusion.

3. Financial authority/responsibility (e.g. delegated budget, authorisation level, approx value of contracts etc):

The post-holder will be responsible for a budget funding their activities.

4. Key relationships (external and internal):

- External
 - Existing and new clients operating in the UK, India and other South Asian countries.
 - External influencers, collaborators and subcontractors related to the CINTRIN project.
- Internal
 - Business Development Lead
 - Director of Genetics and Breeding
 - Research staff at NIAB
 - Business Development Managers within NIAB

Tasks/responsibilities (in order of priority)	Approx % of time
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<p>Developing new projects</p> <ul style="list-style-type: none"> • Synthesising findings of the CINTRIN project to identify new opportunities for research, commercial and public sector funded projects. • Expand the existing CINTRIN network by developing new relationships with researchers, agronomists, commercial and public sector stakeholders in the UK, India and other South Asian countries. • Develop high quality proposals that fit with client's needs and the expertise and resources of NIAB. • Set commercial terms, price projects and close deals. • Ensure projects are managed to a successful conclusion and lead to further work. • Set up and participate in meetings between client decision makers and NIAB Researchers. 	80
<p>Development of associated projects related to other NIAB services</p> <ul style="list-style-type: none"> • Work with the Business Development Lead to help develop associated projects in the UK and internationally based on other NIAB services. 	20

<p>6. . Working conditions :</p> <ul style="list-style-type: none"> • Based in HQ Cambridge • Frequent travel to engage clients • Periods of time away from home, including in India and other South Asian countries. • 37 hours per week. Eligible for bonus recommendations.

<p>7. PERSON SPECIFICATION</p>	
<p>Education/Qualifications:</p>	
<p>Essential:</p> <ul style="list-style-type: none"> • PhD in Plant Science/agriculture 	<p>Desirable:</p> <ul style="list-style-type: none"> • MSc
<p>Experience:</p>	
<p>Essential:</p> <ul style="list-style-type: none"> • Experience working with scientific and technical projects in agriculture. • Experience working with scientists and technical specialists to convert complex technical information into commercial messages. • Proven record of converting sales leads into closures. • Experience of managing technical projects. 	<p>Desirable:</p> <ul style="list-style-type: none"> • Research experience in a related subject, e.g. agronomy or biology.

Specialist Training:

Essential:	Desirable:
<ul style="list-style-type: none"> • Sales and negotiation training • Public speaking /presentations/ influencing skills 	<ul style="list-style-type: none"> • Marketing course attendance • Finance for non-finance managers

Personal Qualities (skills, behaviours and competencies)

Essential:	Desirable:
<ul style="list-style-type: none"> • Excellent interpersonal skills, with the confidence to approach people at all levels of seniority • Articulate, confident communicator and presenter • Persuasive and high degree of personal credibility • Self-motivated/dynamic/enthusiastic • Positive outlook • Natural networker • Commercial acumen/ability to spot gaps/opportunities in the market • Good identifier of customer needs and challenges • Excellent proficiency in Microsoft Office, including Powerpoint presentation skills • Driving license 	<ul style="list-style-type: none"> • Willingness to work away from Cambridge both in the UK and internationally

Date of description: 19/05/18**Compiled by:** Steven Tompkins, Alison Bentley