

Brief for Director of Business Development, UKCRIC Limited



August 2023

Welcome from existing Directors UKCRIC Limited

Thank you for your interest in the role of Director of Business Development.

UKCRIC Limited is now 18 months old. It is a spin-out from UKCRIC, the UK Collaboratorium for Research on Infrastructure and Cities, to get UKCRIC research into action. UKCRIC is a collaboration between 14 UK universities, first established in 2016 through EPSRC funding primarily for capital to build engineering facilities. UKCRIC Limited has been established as a company limited by guarantee.

The 14 universities collaborating on UKCRIC are primarily focussed on lower technology readiness level (TRL) research. UKCRIC Limited is a mechanism to get collaborative research into action, focussing on mid TRL.

UKCRIC Limited follows the scientific missions and ambitions of UKCRIC which are about sustainability, resilience, liveability and governance in infrastructure (transport, energy, water, waste and telecommunications) and urban areas.

The Director of Business Development will be passionate about getting research into action by developing proposals, project managing bids and deliverables, and addressing commercial and financial matters. Essentially this is about end-to-end management of work that will be delivered by UKCRIC university staff, sub-contractors and UKCRIC Limited stakeholders.

Working independently and with UKCRIC partners, you will ensure bids, deliverables, and outcomes comply with responsible innovation and ethical standards. You will also help UKCRIC meet its ambitions to be the leading institute on infrastructure and cities in the UK but getting its research into action. This means building a multi-million portfolio of projects that you will be a catalyst in achieving.

You will report to the members of UKCRIC Limited. They will provide guidance and insight into UKCRIC, its urban observatories, engineering facilities, and data and modelling facility. Members will also support you to identify and build relationships with the very wide range of stakeholders in this field.

This is a hugely exciting opportunity for a self-motivated and highly experienced individual.

Professors Liz Varga and Sergio Cavalaro



About UKCRIC

The UK Collaboratorium for Research on Infrastructure and Cities (UKCRIC) is a multi-university initiative drawing on both government and university financial contributions to establish a portfolio of research and innovation facilities and programmes with a mission to underpin the renewal, sustainment and improvement of infrastructure and cities in the UK and elsewhere. UKCRIC provides leadership and support for the development and growth of a coordinated and coherent, world class, UK-based national infrastructure research community. By engaging with government, city and commercial policy makers, investors, citizens and academia, it is a joint venture that drives innovation and value creation in the exploitation of services provided by national infrastructure.



UKCRIC has delivered on coordination of capital investment at 15 leading UK universities with the support of an International Advisory Board.

UKCRIC comprises three strands of capital investment which, together with a Coordination Node, work together towards the broad aims of the initiative:

Test and Experimental Facilities - A set of interlinked national facilities for research on the basic science, technology and engineering that underpins the economic infrastructure sectors and delivers innovative solutions meeting international, national and city needs.

Urban Observatories - A network of 'urban laboratories' for rapid trialing of solutions at scale and gathering/curating large volumes of diverse data about current and proposed infrastructure so as to allow policies, regulation, systems and capital investments to be made on the basis of evidence, analysis and innovation.

Modelling and Simulation - An environment to enable 'what if' experiments to be carried out in a high performance computing environment on large-scale solutions at national, regional and city level. This de-risks large-scale investments, gives insights into future performance and highlights new mechanisms for value capture and benefit realisation.

In April 2022, UKCRIC became self-funding with a core coordination function: an Executive Manager, a Communications, Marketing and Events Manager, and a Senior Research Fellow.

There is a strong ambition to develop UKCRIC to institution status with multiple revenue streams and wider participation than the current 14 university partners. The institute will deliver UKCRIC's vision and scientific missions (focussing on sustainability, resilience, liveability and governance) to provide insight to planners, policymakers, operators, and decision makers. The vision is to provide the know-how and skills to help design, engineer, operate and build infrastructure and cities with high value potential for multiple outcomes: flourishing societies, safe and healthy individuals, regenerated natural environments, mitigated climate change, to name a few! UKCRIC Limited has a key role to support this ambition by bringing in stakeholders who can be supported by UKCRIC.

We recognise that the context is challenging and that we are experiencing the consequences of Brexit, Covid and the war in Ukraine, which have reduced the capacity for investment in infrastructure and cities and the capability to meet net zero, climate resilience, levelling up, ESG and other ambitions. The approaches used in UKCRIC are pluralist and make use of systems thinking, encouraging the diversity needed for infrastructure and urban systems solutions to thrive and succeed.

Your role

You will work closely with UKCRIC Limited directors, members and UKCRIC's partners to create major opportunities to deliver impact from UKCRIC research. You will be responsible for business development and the management of new funding streams for inter-disciplinary, multi-facility infrastructure and cities research aligned to UKCRIC's missions and vision.

The role is strategic and as a director you will have fiduciary and legal responsibilities. The new position needs an individual who is commercially aware, energetic with a can-do attitude, and self-motivated. Given the importance of stakeholder relationships, you will have excellent inter-personal skills to build rapport at senior levels. You will also be very well organised with the ability to think and plan logically and to be responsive when there is the need.



Your main duties:

- Lead the development of an income generation strategy, identifying various sources of funding for UKCRIC-oriented collaborative research. These will align to UKCRIC ambitions and will enable a significant increase in revenue (and margin) that will enable the growth of UKCRIC Limited and a team to support further business development.
- Build a range of relevant and important strategic partnerships at all scales from government through to multi-nationals and SMEs who may be both customers and suppliers for UKCRIC Limited bids and projects. Maximise existing UKCRIC relationships via its International Advisory Board, and Stakeholder Advisory Group.
- Investigate tender opportunities and register UKCRIC Limited for relevant consortiums and opportunities. Source the skills and facilities to meet the needs of bids, with support of the UKCRIC coordination team (who manage data on internal stakeholders).
- Provide expert advice and recommendations to UKCRIC Limited stakeholders on all aspects of business development and be the UKCRIC ambassador for business development and business engagement.
- Lead on all commercial activities including methods/frameworks for contracting, legal notices, management of intellectual property, with the support of subcontractors if justified.
- Develop content for bids, managing deadlines and quality of bids, intermediating between UKCRIC Limited member universities, UKCRIC facilities and clients; taking responsibility for co-ordinating the bidding activities, noting that universities (and their consulting arms) may be bidding competitively which may constrain resources.
- Lead on the management of programmes, portfolios, and projects, providing the link between UKCRIC resources and customers. Generate sufficient return via these activities to cover own costs.
- Maintain robust financial and budgetary records on the status of all business development and projects in progress for sharing and scrutiny of the UKCRIC Limited stakeholders and also for publicity, via case studies, news items, and other appropriate marketing. Manage risks, changes and escalation to UKCRIC Limited members, with the support of the UKCRIC Limited directors and our accountants.
- Develop content for the UKCRIC Limited web pages (working with UKCRIC's Communications Marketing and Events Manager) enabling stakeholders to access information and advice on how to request UKCRIC Limited bid for potential work. Maintain additional visibility (e.g. on LinkedIn) and encourage partners and stakeholders to receive UKCRIC news, and to be registered on the UKCRIC CRM (e.g. for newsletters, upcoming bids, etc.)

Your attributes

Your qualifications, skills and experience:

- A degree and relevant, up-to-date professional experience at a senior level
- A strong track record in business development and stakeholder engagement with relevant work experience in industry
- Experience of managing large programmes, across multiple stakeholders and geographies, in industry and/or government with a focus on science, engineering, infrastructure or cities
- Experience of bid development, identifying and tendering for bids, including justification/argumentation, costing and scheduling
- Outstanding written and oral communication, interpersonal, negotiation, influencing and relationship-building skill
- Excellent organisational skills, ability to manage a workload and meet deadlines, to prioritise competing demands and to plan, deliver and evaluate projects
- An understanding of research and innovation environments, particularly with regard to infrastructure and cities research and/or test facilities and/or technology innovation hubs
- Experience as a director or similar senior role

Your ways of working:

- Ability to work harmoniously with diverse groups ensuring inclusivity, equality and inter-cultural awareness
- Ability to integrate knowledge from different disciplines into an overall picture with attention to detail
- A positive, flexible and collaborative attitude to work with a 'can do' approach
- Ability to be discreet and maintain confidentiality in accordance with GDPR but also ability to create and share information
- Computer literacy, including arranging and running online meetings, and website and social media use
- Committed to providing a responsive, constructive and helpful service, with high standards of customer service attention to equality, diversity and inclusion
- Using and documenting evidence to solve problems, support plans or courses of action
- Willing to try new ideas that may improve outcomes

Other information



Location: home/remotely based but travel to UK universities and locations expected

Job share: is possible and we will not discriminate

Start date: by negotiation; the position is new and we want the best person for it so will wait if necessary

Salary: we will provide a commensurate salary with the role but within one year we expect the role to be self-financed

Contract: zero hours: we will agree the hours to be worked

How to apply

Enquiries: including requests for informal conversations to Prof Liz Varga: l.varga@ucl.ac.uk

Applications: with CV, and evidence showing how you meet the needs of the role should be sent to limited@ukcric.com; your application will be acknowledged

Closing date: 31 October 2023; short-listing will follow with interview in November 2023.