

Job Title	Business Development Manager
Department/Division	Sporting Chance Initiative
Reporting to	Project Manager

Job Purpose – responsible for the implementation of the strategy and business plan and developing partnerships that will add value to the project and the project team to deliver the objectives of the project.

Main Duties & Responsibilities

- Contribute to the project objectives and outputs as outlined by the Project Manager.
- Develop internal and external business networks.
- Network and initiate new contacts with external agencies for economic social and cultural development in order to identify external business, industry and public sector project opportunities
- Undertake desk based market research and contribute to the promotion and marketing of internal capability in order to generate new business.
- Endeavour to forge new linkages between disparate groups of expertise across industry and academia
- Encourage and prepare funding applications and project proposal documents from SME's for consideration by the SCI judging panel.
- Draft business plans for new University to Business engagement covering all elements including financial modelling, market assessment, project planning, IP management, and opportunity definition.
- Mentor colleagues and client-base over all stages of the commercialisation and knowledge transfer process providing spinout advice and counsel at all stages.
- Obtain funding for development and commercialisation of client inventions and projects (e.g. Scottish Enterprise Commercialisation Toolkit, Proof of Concept, ITI, Research Council Follow on funding).
- Manage and develop Feasibility Award applications and evaluations.
- Establish and maintain good working relationships with all partners and SME's, and represent the project in discussions with these parties.
- Other duties as specified by the Project Manager.