



Research and Business Development Manager

Recruitment Information Pack

Introduction

This is an exciting opportunity to be involved in innovative research at Wave Hub, the world's largest facility for pre-commercial demonstration of offshore renewable energy technology. Wave Hub Limited is seeking a highly motivated self-starter who has experience of working in a research and/or business development role and who understands the renewable energy industry. The role offers a diverse and interesting remit encompassing technology development and R&D project delivery.

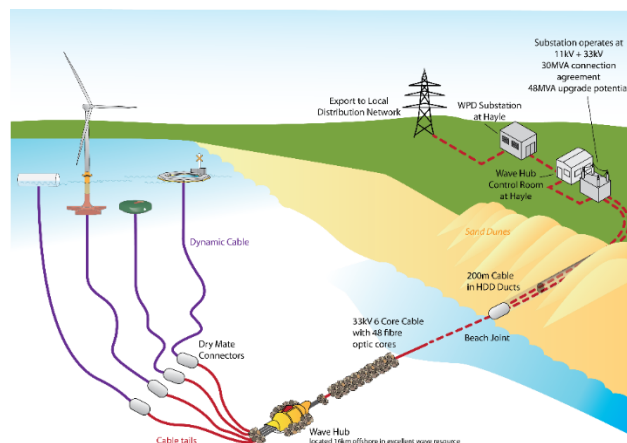
Wave Hub Limited

Wave Hub Limited (WHL) is a research organisation that is currently owned by Cornwall Council. WHL's main responsibilities are to manage, operate and maintain the purpose built Wave Hub demonstration facility in Cornwall and to develop the Pembrokeshire Demonstration Zone in Wales. The company's objectives are to:

- 1) Ensure safe and efficient operations at the two demonstration sites that meet customers' needs.
- 2) Progress technology development by enabling connection and testing of offshore renewable energy installations.
- 3) Engage in research and innovation to help overcome the final hurdles to full commercialisation.
- 4) Foster a growing offshore renewable energy industry in the regions WVE is active in and stimulate associated community benefits.

Wave Hub

Wave Hub is the world's largest offshore deployment site for the testing and development of offshore renewable energy technology. It comprises an onshore substation in Hayle and a 25 kilometre subsea cable that connects a site located 16 kilometres off the north Cornwall coast to the local grid network. Wave Hub is a £35 million asset owned by Cornwall Council and funded by the European ERDF Convergence Programme and UK Government.



Profile Description - Responsibilities

The Research & Business Development Manager is responsible for identifying, securing and delivering R&D opportunities for Wave Hub Limited (WHL). This includes leading discussions with potential research partners, identifying new research opportunities, active involvement on the technical content, identification of appropriate funding provision, preparation of R&D funding bids and management of successful projects through to completion.

The Research & Business Development Manager also engages with project and technology developers, supports delivery of new business opportunities for WHL and is responsible for managing the Floating Wind Technology Enabling Project.

Duties Comprise:

Research

- Establish and maintain an effective liaison with local, national and international universities, R&D funding providers, test centres, and other public and private sector organisations engaged in research, development and innovation activities.
- Act as the lead contact with the Universities of Exeter and Plymouth as well as other PRIMaRE partners, and with ORE Catapult.
- Identify and develop collaborations with industry and universities, developing project proposals where appropriate and liaising with the relevant academics and university knowledge transfer officers to agree on project content, funding and IP management.
- Prepare and monitor delivery of a research strategy for WHL and prioritise opportunities for collaborative research that align with WHL's business objectives.

Business Development

- Engage with technology and project developers and support their Wave Hub deployment plans.
- Support the delivery of new business opportunities for WHL.
- Manage the Wave Hub Floating Wind Technology Enabling Project.

Funding

- Lead on identification, mapping and analysis of all sources of research, development and innovation funding routes applicable to the offshore renewables energy sector. This will include a full analysis of local, national, European and international funding opportunities, associated constraints, availability timelines and qualification requirements.
- Prepare funding bids and manage the successful projects through to completion.
- Support local partners to develop bespoke funding programmes that enable research and development projects and/ or deployment at Wave Hub, supporting development of the sector in Cornwall.

General

- Attend WHL Board meetings when required, reporting on activity and presenting progress on research and development activities.
- Provide regular updates on progress relating to R&D opportunities at team meetings.
- Represent Wave Hub Ltd at conferences, exhibitions, workshops and external meetings, giving presentations to a range of audiences.
- Foster the Wave Hub Ltd HSEQ culture and fulfil the associated responsibilities in accordance with internal policies and decisions.
- Operational responsibility for emergency response when on duty.
- Such other duties as may be required to support the Business Development Director.

Professional Experience

The essential skills and experience required are:

- More than 3 years experience in a business development and/or research role.
- Degree or equivalent in a technical, physical/ environmental science or engineering subject.
- Experience of the renewable energy sector.
- Experienced in preparing collaborative project proposals and negotiating with project partners.
- Practical experience of project management.
- Knowledge of local, national, European and international funding opportunities, associated constraints, availability timelines and qualification requirements.
- Experience of knowledge exchange programmes between industry and academia.
- Well developed negotiation skills, able to negotiate and secure acceptable solutions at a senior level.
- Excellent interpersonal and communication skills.
- Experienced in giving presentations to a range of different audiences.
- Team player.
- Able to interact well and familiarise without ignoring other business disciplines.
- Proactive and self-motivated character.
- Good numeracy and written skills.
- Computer literate – ability to communicate by email and prepare documents, use spreadsheets and prepare presentations using recognised software.
- Ability to influence and manage relationships with key stakeholders.
- Financial management skills – ability to set, monitor and manage budget.

In addition, it would be desirable for candidates to have the following:

- Masters in a scientific or technical subject.
- Established network in the further/ higher education, research, funding and innovation support communities.
- Thorough understanding of the offshore renewables sector.
- Experience of doing business with international companies in the UK or overseas.
- Significant work experience in a research environment.
- Experienced in writing successful funding bids.

Salary and Benefits: A competitive salary is available for this role, depending upon the skills and experience of the preferred candidate. In addition, a benefits package is available including 25 days annual leave and a 6% employer contribution to an agreed pension scheme.

Reports to: Business Development Director

Location: This is a full time position based at the Wave Hub office at Hayle in Cornwall, although the role will involve regular travel to conferences and meetings around the UK and overseas.

How to Apply

Applicants should submit an up to date CV together with a covering letter explaining why you are interested in the role, what relevant experience you have to take on the responsibilities and how you satisfy the person specification. You should also provide information of your current salary and benefits and a completed monitoring form. The names and addresses of two people that will act as your referees should also be provided, one of which should be a business/professional contact. We will only approach them if you are invited to interview.

Applications should be sent to Wave Hub Limited, Chi Gallos, Hayle Marine Renewables Business Park, North Quay, Hayle, Cornwall TR27 4DD or emailed to enquiries@wavehub.co.uk by 4pm on 20 October 2017.

Interviews will be held in Hayle on 3 November 2017.

Further Information

Further information about Wave Hub Limited is available at our website www.wavehub.co.uk

To have a confidential discussion about the role please call Stuart Herbert on 01736 800294.