

## JOB DESCRIPTION

<b>Job Title:</b>	Professor and M <sup>3</sup> 4Impact Business Development and Partnerships Lead	<b>Grade:</b>	AC5
<b>Department:</b>	School of Computing and Mathematical Sciences	<b>Date of job Evaluation:</b>	May 2024
<b>Role reports to:</b>	Associate Dean Research and Knowledge Exchange in the Faculty of Engineering and Science	<b>SOC Code</b>	2311
<b>Direct Reports:</b>	n/a		
<b>Indirect Reports:</b>	n/a		
<b>Other key contacts:</b>	M <sup>3</sup> 4Impact leads CMS Head FES PVC Colleagues in M <sup>3</sup> 4Impact, CMS and FES Colleagues in GRI Funding agencies Research Partners		

This role profile is non-contractual and provided for guidance. It will be updated and amended from time to time in accordance with the changing needs of the University and the requirements of the job.

### **PURPOSE OF ROLE:**

Our vision is to expand our world-leading Multi-Disciplinary and Multi-Scale Modelling expertise in both reach and ability, to tackle major societal challenges affecting the environment, quality of life, safety, security, and the economy. This will be achieved through the amalgamation and expansion of two existing award-winning teams: the Centre for Safety, Resilience and Protective Security (CSRPS) and the Computational Science and Engineering Group (CSEG), creating the Multi-scale, Multi-disciplinary Modelling for Impact (M<sup>3</sup>4Impact) platform.

Both teams excel at developing and applying mathematical models, computational simulations and bespoke software to create digital worlds that predict physically accurate outcomes addressing a wide range of societal challenges. M<sup>3</sup>4Impact links three cross-cutting research and enterprise themes: **Safety and Security**, covering disaster resilience, fire and evacuation, dynamically coupling urban-scale and building scale evacuation modelling, and protective security incorporating real-time interactivity through Virtual/Mixed Reality, from CSRPS; **Materials Science and Engineering**, focusing on the design and manufacture of lighter, stronger materials for transport and aerospace (targeting recyclability, low waste and energy efficiency), from CSEG; and **Digital Cities**, where interdisciplinary research will develop the evidence-base to protect UK cities/populations from pollution, pathogen dispersal, natural/anthropogenic disasters and to support policy decisions using a multi-scale approach from cityscape to street level, jointly from CSRPS and CSEG.

This senior leadership role is intended to cut across all the research, enterprise and knowledge exchange themes and activities of M<sup>3</sup>4Impact and reinforce collaborative activities. The core purpose of the role is to lead and manage activities and to identify and secure new external research/enterprise funding in support of M<sup>3</sup>4Impact objectives. Working with the M<sup>3</sup>4Impact Board, the post holder will develop, implement, and maintain the research/enterprise funding strategy, including objectives and a framework for delivery.

They will:

- (a) identify and secure new external research/enterprise funding,
- (b) support M<sup>3</sup>4Impact staff in identifying and securing new external research and enterprise (RE) funding,
- (c) foster, develop, and support new research/enterprise themes consistent with the aims of M<sup>3</sup>4Impact,
- (d) maintain and develop productive relationships with existing external clients/partners and stakeholders,
- (e) together with M<sup>3</sup>4Impact staff, horizon scan to identify and exploit new strategic opportunities for alternative income streams covering M<sup>3</sup>4Impact RE and knowledge exchange (KE) themes,
- (f) together with M<sup>3</sup>4Impact staff, identify and develop strategic alliances to create new funding opportunities,
- (g) assist in the development of M<sup>3</sup>4Impact KE activities,
- (h) contribute academically to one or more of the M<sup>3</sup>4Impact research themes.

In addition to the significant income generation critical as an enabler for M<sup>3</sup>4Impact, the post holder will be expected to contribute to the objectives of M<sup>3</sup>4Impact more generally, in relation to research, enterprise and society engagement activities. They are expected to have;

- (i) a strong research background in at least one of the M<sup>3</sup>4Impact research themes,
- (ii) strong stakeholder relationships at regional, national, and international level, across enterprise and professional disciplines,
- (iii) a proven track record of applied research and enterprise work, including working with government and local authority stakeholders and obtaining funding
- (iv) strong leadership credentials to set standards of excellence.

## **KEY ACCOUNTABILITIES**

### **Team Specific:**

- Develop, implement, and maintain the RE funding strategy, including:
  - Setting targets for income generation, which will feed into the five-year strategy for M<sup>3</sup>4Impact.
  - Expanding the income base, ensuring optimum strategic and financial use of funds, and developing enterprise business across M<sup>3</sup>4Impact.
  - Seeking funding opportunities proactively to generate new research/enterprise/knowledge exchange income across M<sup>3</sup>4Impact.
  - Overseeing and supporting the development of proposals.
  - Mentoring M<sup>3</sup>4Impact staff to proactively develop winning proposals

for external funding.

- Developing and implementing a strategy for establishing a series of strategic alliances, which build on existing collaborations and/or establish new partnerships to support new work in the UK, Europe and internationally.
- Raising M<sup>3</sup>4Impact's profile and establishing strong relationships with targeted clients and partners resulting in increased business.
- Developing and supporting an effective strategy to build and protect M<sup>3</sup>4Impact's reputation, promoting its skills and expertise to position it as partner of choice.
- Making significant contributions to the development of novel MSc programmes and CPD courses, integrating M<sup>3</sup>4Impact research, enterprise and innovation.
- Participating proactively in M<sup>3</sup>4Impact research/enterprise/knowledge exchange activities.
- Developing and leading a research & enterprise activity aligned with one of the themes of M<sup>3</sup>4Impact.
- Serve on the M<sup>3</sup>4Impact Board of Directors, Project Management Committee and International Advisory Board.

### **Generic:**

The post holder will:

- Maintain and develop their reputation as an authority and leading figure within the international academic or professional community in their specific subject.
- Maintain high professional standing in their discipline and develop their own scholarly profile, including a program of high-quality research, disseminated primarily in professional refereed journals.
- Implement approved policies, guidelines, and standard operating procedures efficiently in relation to their own academic duties.
- Maintain an overview of the welfare, progression, examination, and assessment of allocated students.
- Keep abreast of development within the disciplines in their work area and seek continuous improvement of their own professional practice.

### **Managing self:**

- Keep abreast of developments within the field and seek continuous improvement of own professional practice.
- Actively participate in established professional development framework activities.
- Behave in a manner that reflects the University values and creates a positive environment for work and study.

### **Core Requirements**

- Commitment to key strategic priorities of the Faculty and University.
- To adhere and promote the University's policies on Equality and Diversity and Information Security.
- Ensure compliance with Health and Safety regulations and Data Protection legislation.
- Support and promote the University's Sustainability policies, including the Carbon Management Plan, and carry out duties in a resource efficient way,

recognising the shared responsibility of minimising the university's negative environmental impacts wherever possible.

- Adhere to current legal requirements and best practice relating to digital content and accessibility, including Web Content Accessibility Guidelines when creating digital content.

**Additional Requirements:**

Undertake any other duties as requested by the line manager or appropriate senior manager, commensurate with the grade.

This is a professional and demanding role as part of a project, M<sup>3</sup>4Impact, that has a specific and ambitious strategic plan and agenda. The role holder will be expected to show flexibility in working arrangements, including working hours, to ensure that M<sup>3</sup>4Impact delivers against this plan.

**KEY PERFORMANCE INDICATORS:**

Performance Indicators will be established in consultation with the line manager and the other M<sup>3</sup>4Impact leads, as part of the post holder's annual Appraisal and Professional Development Review and with due regard to the University's KPIs.

**KEY RELATIONSHIPS (Internal & External):**

- Faculty Management Team
- CSRPS/CSEG Management Team (dependent on personal research theme)
- M<sup>3</sup>4Impact Management Team
- M<sup>3</sup>4Impact Staff
- CMS and FES staff
- GRI
- External funders and External Partners.

**PERSON SPECIFICATION**
**Essential**
**Experience**

- Proven sustained track record of generating substantial research or enterprise income from commercial and government/public sector sources in the UK and/or internationally.
- Leadership of significant enterprise and research projects with a range of stakeholders, including commercial, government and public sector.
- Proven track record of applied research and enterprise work.
- Proven track record of delivering a significant and sustained body of impacts or outcomes with demonstrable benefits to businesses, the public sector, or society in general, at the highest levels of international excellence in terms of reach and significance.
- Extensive knowledge of key policy issues relevant to M<sup>3</sup>4Impact at national and sector-wide level.
- Publishing outputs or reports in media appropriate for the subject or profession, which demonstrate international levels of excellence.
- Proven track record of leading research or professional teams.
- Proven track record of developing and implementing research or enterprise strategies and policies.
- Proven track record of working with and managing complex, diverse public and private sector stakeholder relationships at international, national and regional levels.
- Extensive experience of strategic planning and managerial leadership.
- Evidence of strong stakeholder relationships at regional, national, and international level, across enterprise and professional disciplines
- Working knowledge of quality assurance/enhancement standards.

**Desirable**
**Experience**

- Understanding of HE in the UK and in a business enterprise role.
- Successful supervision of PhD students
- Working knowledge of academic standards.
- Experience of working with academics.
- Experience of model development in an area relevant to M<sup>3</sup>4Impact.
- Working knowledge of algorithm development.
- Experience in computer programming.

- Proven track record in effective financial management.
- Experience of influencing researchers and partners.
- Experience of advanced modelling applications in an area relevant to M<sup>3</sup>4Impact
- Experience of teaching in HE

**Skills**

- Outstanding knowledge of the mechanisms for funding streams appropriate to M<sup>3</sup>4Impact.
- Well-developed organisational and management skills.
- Ability to develop and implement staff training.
- Well-developed interpersonal skills and ability to motivate others.
- Excellent written and oral communication skills.
- Commitment to the promotion of high standards and excellence.
- Ability to think strategically and conceptually.
- Capacity to listen and consult, good negotiation skills.
- Capacity to make informed decisions.
- Ability to work effectively and deliver under pressure.
- Able to use IT effectively.
- Well-developed project management skills.

**Qualifications**

- PhD degree in a relevant subject
- Professional qualification appropriate for the subject
- Minimum of Associate Fellow of HEA or significant teaching experience.

**Personal attributes**

- We are looking for people who can help us deliver the [values](#) of the University of Greenwich: Inclusive, Collaborative and Impactful

**Skills**

- N/A

**Qualifications**

- Postgraduate teaching qualification

**Personal attributes**

- N/A