

## JOB DESCRIPTION

<b>Job Title:</b>	Junior Business Modelling Analyst	<b>Grade:</b>	SP7
<b>School:</b>	Computing and Mathematical Sciences	<b>Date of Job Evaluation:</b>	N/A
<b>Role reports to:</b>	Emmanouil (Manos) Panaousis, Associate Professor of Computer Science		
<b>Direct Reports</b>	Emmanouil (Manos) Panaousis, Associate Professor of Computer Science		
<b>Indirect Reports: Other Key contacts:</b>	Faculty Staff and Students		
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:**

This position provides an opportunity to enhance a student's skills in the area of business modelling for Innovative-Driven Enterprises (IDEs). The role holder will facilitate the business modelling required for pursuing commercialisation activities related to the SecurityBudget project.

### **KEY ACCOUNTABILITIES:**

#### **Team Specific:**

- To create the business model canvas for a future university spin-out based on the SecurityBudget value proposition in the field of cyber security.
- To examine existing models across industries (cyber security investments) for capturing some of the value SecurityBudget will bring to the customers.
- Design a business model based on chapter 15 of the book "Sull, D. N. (2004). Disciplined entrepreneurship. *MIT Sloan Management Review*, 46(1), 71", and any other reputable resources.
- To provide weekly progress to the project investigators.

#### **Managing Self**

- Ability to work to deadlines.
- Ability to work on own initiative without constant supervision.
- Ability to work accurately under pressure.
- Motivation to deliver outstanding results.

#### **Core Requirements**

- Adhere to and promote the University's Equality and Diversity policies.
- Ensure compliance with Health & Safety regulations.
- 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.

**KEY PERFORMANCE INDICATORS:** Timely delivery of the business model report

**KEY RELATIONSHIPS (Internal & External):** Dr. E. Panaousis, Professor George Loukas

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PERSON SPECIFICATION	
<b>Essential Experience</b> <ul style="list-style-type: none"> <li>• Business modelling including any assessment within their degree.</li> </ul> <b>Skills</b> <ul style="list-style-type: none"> <li>• Demonstrably strong skills of business modelling or thorough understanding on how to undertake it.</li> </ul> <b>Qualifications</b> <ul style="list-style-type: none"> <li>• N/A</li> </ul>	<b>Desirable Experience</b> <ul style="list-style-type: none"> <li>• Interest in the area of business modelling for cyber security Innovative-Driven Enterprises (IDEs).</li> <li>• Familiarity with business modelling.</li> </ul> <b>Qualifications</b> <ul style="list-style-type: none"> <li>• Average of 1<sup>st</sup> class marks in a business studies related degree at undergraduate or MSc level.</li> </ul>