



JOB DESCRIPTION

1. Details

Job title:	Senior Partnerships Development Manager
Department:	Research & Development
Post reports to:	Head of Programme Strategy and Analysis, R&D
Issue date:	May 2013
Location:	London

2. Purpose

This post is responsible for developing and managing via a small team a network of relationships in the UK and international research arenas. This aims to increase the value of research investment and increase RSSB's ability to satisfy the industry's research needs by sharing knowledge and leveraging the funding available from the Department for Transport

In particular RSSB - on industry's behalf - is investing a significant amount of effort and money into building relationships and partnerships between the rail industry and universities. Engagement with the academic research arena is essential to support the long-term aims of the Rail Technical Strategy and to provide innovative solutions to the rail industry.

Partnership building between Britain's railway industry and universities is done in a number of ways. The Rail Research UK Association (RRUKA) plays a key role in this space, together with a number of strategic partnerships RSSB has in place to co-fund academic research.

3. Accountabilities

Rail Research UK Association

- Lead and steer the delivery of RRUKA business objectives and annual plans.
- Work with the RRUKA Committee to develop the functions of RRUKA and drive its activity.
- Supervise and steer the work of the RRUKA secretariat.

Other academic partnerships

- Manage existing relationships and partnerships with bodies that fund academic research in GB, including the strategic partnership with EPSRC.
- Steer and supervise the delivery of co-funded initiatives and opportunities such as calls for research and PhD schemes.
- Support RSSB senior management in setting up new relationships and partnerships with bodies that fund academic research in GB.

Rail-related academic research

- Ensure that progress with co-funded research projects and PhDs is monitored and their outcomes are disseminated to industry.
- Ensure that appropriate consideration is given to the potential value of research outcomes and to how they could be taken forward and implemented.
- Lead improvements in the understanding and analysis of the portfolio of academic research that RSSB co-funds to ensure that it is well balanced and aligns to industry strategic priorities and long term aspirations.

Non-academic partnerships

- Lead the management of existing relationships with other rail-related research organisations (in GB and internationally) to (i) promote RSSB's capabilities and interests in R&D, and (ii) identify opportunities for knowledge sharing and collaborations.
- Support RSSB senior management in setting up new partnerships with other rail-related research organisations (in GB and internationally).

Others

- Work with other direct reports of the Head of Programme Strategy and Analysis to ensure overlapping initiatives are well co-ordinated and synergies and cross-fertilisation opportunities exploited.
- Comply with processes in the RSSB quality system and provide feedback and recommendations on the appropriateness of these processes to senior management.

4. Dimensions

Financial - None

Staff – 2 members of staff

5. Skills

Essential

- Educated to a degree level or equivalent
- Excellent people management skills with the proven ability to develop productive working relationships, work in teams, and develop and maintain relationships with stakeholders at different levels
- Strong facilitation skills with the proven ability to determine stakeholders' real needs and issues
- Good influencing and negotiation skills
- Able to work confidently and independently, contribute to team thinking, challenge others' thinking and also to take instruction
- Excellent writing skills, from website and publicity material to writing event content, which may include articulating key industry challenges
- Ability to quickly understand new concepts, including those that may be of a technical or engineering nature
- Both creative and practical – have the ability to propose new opportunities and understand the risks, issues and limitations in pursuing them
- Ability to translate high-level policies, strategies or decisions into workable actions and see them through implementation
- Good organisational and team management skills
- Energetic and persistent
- Competent in MS Word, Excel and PowerPoint
- Knowledge of the railway industry

Desirable

- Experience of working either in academia or with academics
- Experience of event planning and event management