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| Job title | | Director of Commercial Partnership Integration | Job family and level | APM Level 7 Band A | |
| School/Department | | Commercial | Location | Kings Meadow Campus | |
| Purpose of role The purpose of this role is to lead the creation and implementation of a sector leading Commercial Partnerships strategy, optimising integration to drive mutual value across the breadth of the University, with specific focus on commercial opportunities including sponsorship, services rendered, internships and placements and academic integration to enhance the student learning experience. This role is critical in supporting the global brand profile and reach, as well as driving revenues though a Commercial partnership lens.  This role will also be the designated deputy to the Commercial and Strategic Partnerships Director, taking lead management responsibilities for the Commercial Contracts and Project teams, with additional responsibility for the full commercial team as needed. | | | | | |
|  | Main responsibilities (Primary accountabilities and responsibilities expected to fulfil the role) | | | | **% time**  **per year** |
| 1 | Lead the development and creation, and subsequent implementation of a leading innovation Commercial Partnerships strategy across the University. Demonstrating sector leading thinking and high-level application to secure meaningful and positive high impact partnership integration between professional services and Faculties.  This could include special project initiations and set-up dependant on size and scope of area. | | | | 30 % |
| 2 | Informing industry partners future development and direction of strategic travel through creating a range of sector leading and informing opportunities, an example being to establish a ‘living lab’ commercial (services rendered as an example) opportunities. This Living lab would contribute in brand to UoN’s global ambitions.  Work closely with colleagues from across the University to identify opportunities for partners and to bring partners into UoN to provide services rendered, internships, sponsorships, and research opportunities. Particularly ones that drive future innovations that meet University ambitions. | | | | 25 % |
| 3 | Manage, lead and develop the Commercial and Supplier Partnerships, driving both value for money and additionality whilst maintaining the integrity of the procurement process.  Deliver regular cpd to support the University procurement leads to feel confident in commercial contracting and the concept of commercial tension.  Utilising UoN structures in place such as UoNO to provide platforms for partners and wider market. | | | | 15 % |
| 4 | Strategic Supplier Relationship Management:  Ensure that the University is always receiving value for money from providers working with the University to put in place the best arrangements with suppliers and ensuring that they are strategically managed to realise maximum value.  Lead the Supplier Relationship Management programme working with the University’s Procurement team to develop and deliver the multi-yearimprovement plan. Produce the SRM Board packs to enable effective debate, challenge and decision making led by data.  Lead the relationship management for strategic commercial partners e.g. on Accommodation. Produce briefing packs for Exec leads for the partnerships to inform effective Top-to-Top reviews.  Cultivate new relationships in the market for the future. | | | | 10 % |
| 5 | Through regular horizon scanning and understanding sector trends, ensure that the approach to commercial partnerships is ahead of the HE sector as well as other respected industry bodies. An example of a strand of this will be to identify and deliver “Industry” Specialists – for e.g. National Governing Bodies of Sport to deliver sector leading and informing outputs in the form of research or teaching. | | | | 5 % |
| 6 | Drive student employment and learning opportunities across all partnerships to increase employability and pathways for different industries.  Developing accelerator programmes with core faculties and linking into the Institute of Work Based Learning (IWBL). | | | | 5 % |
| 7 | To drive against Commercial targets increased value and income into the University. | | | | 10 % |
| 8 | Create and Lead Partnerships Project Board | | | |  |

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| Person specification | | |
|  | **Essential** | **Desirable** |
| **Skills** | * Proven ability to lead, inspire and motivate others through effective leadership and management skills, creating a culture of high performance and continuous improvement in the team. Including the ability to lead and influence virtual teams. * Able to delegate and manage competing demands, demonstrating high levels of tenacity, drive and determination with a strong focus on successful outcomes * Strong inter-personal skills with the ability to work in partnership with a wide range of parties both internally and externally, and deliver excellent services in a complex environment * Proven influencing skills and the ability to represent the University's commercial interests with customers, clients, partners and stakeholders * Good commercial and business acumen and the ability to shape investment decisions * Excellent report writing and presentational skills with the ability to build persuasive, evidence-based business cases * An innovative and entrepreneurial thinker with the ability to identify new commercial opportunities for revenue generation | * Bullet list |
| **Knowledge and experience** | * Proven commercial experience at a senior level in an organization of significant size and complexity with a demonstrable track record in delivery of commercial services * A successful track record of developing new commercial partnerships resulting in a range of sector leading initiatives and contributing to Income diversification * Experience of leading innovation and change management * Experience of leading and motivating teams and fostering new ways of working * Experience of a variety of commercial contractual arrangements and contract management * Experience in developing evidenced- based business cases and investment appraisals * Experience in working in complex and challenging environments with a track record of structuring partnership deals strategically aligned with an organisation’s business goals, values and culture * Proven track record of delivering value from suppliers | * Knowledge of UK higher education sector Commercial experience with a focus on partnerships * Experience of developing sales and marketing campaigns designed to maximise revenue |
| **Qualifications, certification and training (relevant to role)** | * Proven experience in commercial business | * Evidence of continued professional development |

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| Expectations and behaviours | |
| The University has developed a clear set of core expectations and behaviours that our people should be demonstrating in their work, and as ambassadors of the University’s strategy, vision and values. The following are essential to the role: | |
| **Valuing people** | Role models the highest ethical standards to cultivate a collaborative workplace that develops talent and enhances wellbeing, whilst also balancing the needs of the various stakeholders. |
| **Taking ownership** | Translates the vision into a strategy for own area, enabling people to take the right action for the wider organisation. Can resolve complex problems, balancing the needs of varied stakeholders. |
| **Forward thinking** | Always has the overall strategic goal in mind, manages to stimulate agile and forward thinking in others, motivating them and giving them the confidence to drive for continuous improvement. |
| **Professional pride** | Goal is to be best in class; ensuring this can be achieved in line with long term strategy regardless of short term challenges. Supports people to do what is best for both the organisation and the department. |
| **Always inclusive** | Promotes how collaboration and positive partnerships are essential to success, constantly looking ahead to explore how to involve other potential stakeholders. |

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| Key relationships with others **This is a Smart Art diagram. Click on the boxes to enter the role holder’s job title, line manager’s job title and any direct reports (if applicable). If a role does not have any direct reports, remove this box by double clicking on it and pressing Delete**.  **\*\*Please remove this paragraph of instructions before submitting the role profile\*\*** |