

THE UNIVERSITY OF MANCHESTER
PARTICULARS OF APPOINTMENT
FACULTY OF SCIENCE & ENGINEERING
FSE RESEARCH INSTITUTES
DIVISION OF SIR HENRY ROYCE INSTITUTE FOR ADVANCED MATERIALS
ROYCE ENTERPRISE MANAGER
VACANCY REF: SAE-029018

Salary: Grade 8 £59,139 to £70,579 per annum, depending on relevant experience

Hours: Full time (1 FTE)

Duration: Fixed term until end of March 2027

Location: Oxford Road, Manchester

Enquiries about the vacancy, shortlisting and interviews:

Name: Dr Ania Jolly – Head of Research and Business Development

Email: To request an informal discussion about the role with the Head of Research and Business Engagement, Dr. Ania Jolly, please contact Oliver Drakeford (Project Administrator and PA) oliver.drakeford@manchester.ac.uk

Background

The [Henry Royce Institute](#) (Royce) is a UKRI-funded national institute, supporting advanced materials research and innovation. With its Hub at The University of Manchester, the Institute has spokes at ten Partner and Associate organisations: the Universities of Sheffield, Leeds, Liverpool, Cambridge, Cranfield, Oxford and Imperial College London, as well as at the UK Atomic Energy Authority, the National Nuclear Laboratory and the Advanced Forming Research Centre Catapult. Royce's vision of 'advanced materials for a sustainable society' is delivered through:

- Enabling national materials research, collaboration, fore-sighting and strategy: Working to shape our materials research landscape by convening and connecting the UK materials community, engaging with government and policymakers, and bridging industrial sectors to ensure maximum impact from the UK's research endeavour
- Providing access to world-leading facilities and research expertise: Providing fast and flexible access for the UK research community to cutting-edge equipment and highly skilled technical staff to ensure high-impact research and innovation as an outcome
- Catalysing industrial collaboration and accelerating translation: Implementing programmes and interventions that meet the challenges of advanced materials translation throughout the value chain, from start-ups to SMEs and corporates, and including investors

- Fostering materials science skills development, innovation training and outreach: Providing professional development to empower the next generation of materials researchers and leaders with technical and business skills through a comprehensive support and outreach programme

Overall Purpose of the Role

The purpose of the Royce Enterprise Manager role will be to facilitate the growth and development of the enterprise capability of the Henry Royce Institute and play a key role in the delivery of a challenging and multi-disciplinary programme, which seeks to substantially accelerate innovation and reduce the time-to-market of new materials for the energy transition and other global challenges. The post holder will design, develop and deliver activities, programmes, partnerships and networks, which support Royce community in accelerating their entrepreneurial skills and innovation ideas, plus enabling appropriate commercialisation pathways. They will help establish links across the technology and manufacturing readiness levels, engage low-to-mid TRL activity in critical challenges arising in different industry sectors, and accelerate impact from breakthrough academic ideas across the UK's industrial base. They will act as a knowledge exchange engine for the Royce Institute as a key part of the Royce RBE team and associated with major Royce initiatives teams e.g. MATCelerate Zero and the Royce Hydrogen Accelerator, and key industry stakeholders and the investors' community.

The role will suit those with a strong network across the Materials Industry sector, wide experience of research and development across the technology readiness as well as an appreciation of university research capability, delivery and commercialisation initiatives. As a project 'champion' and technology expert in this area, they will be responsible for owning and driving opportunities arising in the implementation of the Royce Technology Translation Strategy and associated programmes. Reporting to the Head of Research and Business Engagement they will ensure a steady flow of innovative projects which have the potential to generate significant market impact. They will be able to demonstrate strong commercial acumen and be able to collaborate effectively with a wide range of internal and external stakeholders. An understanding of global innovation themes in Materials Innovations is essential as well as a strong technical background.

Key Relationships

Industry and Research Organisations

- Projects leads and staff within the Technology Transfer Offices across Royce and beyond
- Key organisations supporting entrepreneurship and commercialisation (i.e. public and private)
- Investment community

Across Royce

- Head of Research and Business Engagement
- Research and Business Development Managers
- Royce Industry Fellows
- Research Area and Challenge Area Lead

Key Responsibilities, Accountabilities or Duties

Royce is an evolving, dynamic organisation and the appointees will therefore be expected to demonstrate flexibility and adaptability to meet its developing needs. The indicative range of duties is expected to include, but is not limited to, the following:

Creation and Delivery of Industry and Investor driven projects

- Pro-active engagement with companies, Technology Transfer Organisations (TTOs), Research Institutes to identify and develop high impact research projects drawing in low TRL expertise in Royce and UK universities to help solve critical industry challenges
- Strategic engagement with prospective clients and investors, working with research and business development teams and industry technical leads
- Acting as a technical lead to guide more complex projects with positive outcomes
- Mentor the Royce Research and Business Engagement team, particularly in the delivery of more complex multidisciplinary projects with a strong commercialisation focus
- Help identify potential projects and collaborations between Royce's partners, investors and strategic industry partners that can create follow-on opportunities
- Work to ensure the facilities of Royce are exploited for maximum industrial technology translation benefit

Developing Relationships and Delivering Impact

- Serve as the focal point of integration between Royce, TTOs, key Industry sectors, investors, accelerators, venture builders and business schools.
- Lead research network and stakeholder engagement with wider industry and funding bodies in collaboration with key leads in Royce and the key relevant RTOs
- Look across the Industry sector to identify common or vital challenges
- Supporting activities with respect to investment, translational funding and commercialisation of research, including entrepreneurship
- Establish and develop ongoing collaborations between Royce, companies and the wider HEI community
- Work with Royce and Business Engagement and Communications teams to ensure impact from projects is captured and reported
- Supporting the Royce research community in accelerating their entrepreneurial skills and innovation ideas; develop strategies and design activities to enable new commercialisation pathways and partnerships, enhance capacity, drive cultural change, and strengthen the entrepreneurial ecosystem for sustainable impact

General

- Undertake the above duties in accordance with the requirements of the University's and Royce's equality & diversity policies, health & safety policies, and its financial regulations
- Maintain confidentiality of information in line with data protection requirements and University policy and ensure information governance disciplines are embedded within working practice

- Engage in continuous personal and professional development in line with the demands of the role, including undertaking relevant training and development activities
- Undertake any other duties commensurate with the grade

Essential Knowledge, Skills and Experience

- A PhD (or equivalent experience gained within industry R&D) in Materials Science, Chemistry, Physics or a Engineering related discipline
- Experience of working in an innovative, commercial environment
- Excellent critical analytical skills
- Excellent verbal and written communication skills
- Proven ability to create value and deliver results from early-stage science
- A track record in innovative approaches to delivering research impact and managing a diverse group of stakeholders
- Excellent project management skills and the ability to identify and direct improvements to processes and systems
- Excellent planning, time management and organisation skills, the ability to balance conflicting deadlines and multiple priorities
- Excellent network of relevant researchers in industry and academia
- Excellent communication and stakeholder management skills – passion for developing a team ethos and mentoring more junior staff to develop and operate to their full potential
- Innovative and visionary thinker – comfortable working in a multidisciplinary environment and with a wide range of stakeholders
- Ability to see, and embrace, opportunities for improvement
- Desire to help develop and shape position papers/presentations to drive research investment and shape policy

Desirable Knowledge, Skills and Experience

- Experience of responding to external accountability requirements, coordinating input from multiple offices
- Experience of producing and reviewing complex high-level reports, guidance or policy documents, or designing training materials
- An excellent understanding of research context and the external funding environment in the UK
- Experience in the identification, development or management of IP in Materials and Manufacturing
- Experience of working with small and medium sized enterprises
- Experience in a customer-facing role