

Faculty of Humanities

Associate Dean, Business Engagement

Responsible to:

Vice-Dean for Research, Faculty of Humanities, and the Vice-President and Dean of the Faculty of Humanities

Overall purpose:

The Associate Dean for Business Engagement will be responsible for developing and implementing the Faculty's strategy for strengthening business engagement in accordance with the University's overall ambitions presented in the *Our Future Strategic Plan*. Business engagement encompasses a range of potential partners: private sector companies, government and public sector organisations, and non-government organisations (NGOs), charities and other 'not for profit' social and cultural organisations whose primary purpose is something other than the support of higher education or research funding. A Faculty-specific strategy has been developed to support increased business engagement, through collaborative working across the Humanities academic community, with focussed support to create and seize opportunities that will derive a range of benefits for the Faculty and its partners including, but going well beyond, enhanced business research income. The Associate Dean for Business Engagement will lead the implementation of the BE strategy and ensure its continuing development, working closely with the Dean, Vice-Dean for Research, School Research Directors, School BE leads, relevant RBES colleagues, and the wider Faculty and School Leadership teams.

The post holder will provide the leadership required to strengthen and sustain existing partner relationships and secure wider involvement across the Faculty. He/she will ensure the effective management of the Faculty's relationships with current and prospective partners, and in so doing, generate new research and teaching opportunities and associated revenue streams. These goals will be achieved through the development of activities such as research collaborations and consultancies, Knowledge Transfer Partnerships (KTPs) and Continuing Professional Development (CPD) training courses. The present incumbent has played a leadership role in attracting major new investments in areas such as Healthy Ageing, FinTech and LegalTech.

The role also involves strategic responsibilities across the University, including identifying and facilitating business engagement opportunities that extend beyond its existing spheres of activity, specifically helping to identify and establish cross-faculty collaborations. This goal will be achieved by working collaboratively with the relevant members of the other two Faculties' leadership and management teams, through membership of the University's Business Engagement Strategy Group (BESG).

The post will be for a period of 3 years, with the possibility of renewal by mutual agreement. The post will carry a workload adjustment of 40%. The person appointed will continue to hold their substantive appointment, to which they will revert on a full-time basis following their period as Associate Dean. There is an additional allowance of £5,000 per annum paid to the post holder on top of the salary pertaining to their substantive post.

Supported by:

The Faculty Business Engagement team, which comprises of the Business Engagement Analyst, Business Engagement Officer and ASPECT Broker.

The Faculty Research Office team will also provide support for specific activities, based on the agreement of the Vice-Dean for Research and the Faculty Head of Research and Business Engagement Services.

Key Duties and Responsibilities

- To work with the Faculty's Senior Management Team and the University's Business Engagement Group to devise, implement and manage a cohesive Faculty strategy for business engagement which is embedded in our research, teaching and social responsibility goals.
- To promote business engagement within the Faculty, ensuring that it is embedded in all areas of activity. This will be achieved through activities such as research collaborations, including translating research into consultancies, Knowledge Transfer Partnerships (KTPs) and Continuing Professional Development (CPD) training courses.
- To communicate and help implement University Business Engagement strategies and opportunities.
- To work with the Faculty's Schools, including School Business Engagement Leads, School Research Directors, and Directors of Research Institutes and large Research Centres, to identify, develop and maintain key strategic relationships with major companies, government offices, charitable organisations, cultural partners and other stakeholders, as necessary. To use these regional, national and international strategic relationships to promote the interests of the Faculty and to develop and deliver specific business engagement opportunities and activities.
- In relation to corporate engagement, the post holder will work closely with Alliance Manchester Business School (AMBS) and the Directorate for Research and Business Engagement Services.
- To work with the Vice-Dean for Social Responsibility to position the Faculty to contribute to, and take full advantage of, the University and City's cultural endowments.
- To develop arrangements within the Faculty to govern, coordinate, manage and support business engagement activities.
- To ensure the Faculty sets and then delivers its business engagement goals, including increased income generation from external business sources. To keep the Vice Dean for Research informed of progress towards these objectives, including identifying barriers and possible solutions.
- To work with the Vice-Dean for Research (and Associate Dean for Research) and the Business Engagement team to ensure the University's pricing policy is implemented.
- To chair or attend Faculty working groups, including the Humanities Business Engagement Strategy Group, comprising the Faculty Business Engagement team, School Business Engagement Leads, and AMBS External Relations; and other stakeholders that may become relevant for the effective delivery of business engagement activities across the Faculty and wider University.
- To work closely with the Vice-President for Research and Innovation through membership of appropriate University groups including the Business Engagement Strategy Group (BESG) and the University Business Engagement Group (UBEG), to facilitate productive business engagement relationships through collaboration with the other Faculties, to identify and develop relevant opportunities beyond the usual sphere of Humanities' business engagement activities.
- To represent the Vice-President and Dean or the Vice-Dean for Research within the University and externally.

Person Specification

The post-holder must possess the following skills, knowledge and qualities:

Leadership and management

- A strong commitment to the strategic goals of the University and Faculty.
- A successful and proven record of academic leadership at School, Faculty or University level or in an external role.
- An understanding of business engagement issues across the full range of the Faculty's academic disciplines.

Personal qualities

- A strategic thinker who can successfully initiate, implement and manage change.
- A leadership style which values and demonstrates consultation, collegiality and personal integrity.
- The ability to work effectively in teams, to accept responsibility willingly, and to delegate appropriately.
- The ability to build collegial relationships at all levels, and to create a shared purpose and commitment.
- Excellent verbal and written communication skills; including listening skills.

Desirable

- A successful track record of developing business engagement or related activities.