

Competency Questions

Business Development Manager - National Technical Support Unit

These questions will appear on the application form. Please take time to read them and consider your answers.

1. UNDERSTAND THE NEEDS AND CONSTRAINTS OF THE STAKEHOLDER COMMUNITY

Please describe a situation where you have had to build a co-operative relationship with your stakeholders to achieve an aim. Why was the relationship essential to success? How did you go about beginning and building the relationship? What was the outcome?

2. NETWORK

Please explain how you have developed collaborative links with scientific and technical counterparts in organisations in the UK or overseas. How did you develop these contacts? How have they benefited you?

3. APPLY A WIDE UNDERSTANDING OF THE SCIENCE AND ENGINEERING BASE

Please provide an example of where you have had to use specialist scientific or engineering knowledge to solve a problem. What did you do and why did you approach the problem that way? What was the outcome?

4. SECURE, MAINTAIN AND DEVELOP RELEVANT TECHNICAL EXPERTISE

Please provide an example of where you have proactively worked to develop new technical or scientific expertise. What expertise was needed and how did you go about getting it? What was the outcome?

5. PROVIDE CLEAR TECHNICAL ADVICE TO TECHNICAL AND NON-SPECIALIST AUDIENCES

Please provide an example of where you have had present different types of technical information or advice to a customer or stakeholder. How did you ensure that the advice was of a consistently high quality?

6. PERSUADE AND INFLUENCE

Please provide an example of when you have had to influence key personnel in an organisation as to the benefits or merits of a particular course of action or persuade others to your point of view?

7. MAKE WELL-JUDGED DECISIONS

Please give an example where you have made a difficult decision. Why was it difficult? What options did you consider? How did you come to your final conclusion?