

Person Specification

Basic Header Information

1	TITLE OF POST	NTSU Business Development Manager
2	GRADE	G7
3	DIRECTORATE	SRG
4	UNIT/TEAM	HOSDB / NTSU

Specification of the skills required

5 ESSENTIAL SKILLS

Understand the needs and constraints of stakeholder communities

- Who will use my work and for what purpose
- Who may be affected, either directly or indirectly, by the results of my work
- The role and interests of stakeholders, for example, Other Government Departments, statutory bodies, pressure groups and members of the public, with respect to my current interests and responsibilities.

Network

- The value of my collaborative links with counterparts in organisations within the UK and overseas
- The benefits obtained from the relationships I have developed within and across departments.

Apply a wide understanding of the science and engineering base

- How science and engineering fit into the wider work of my department / agency
- Research paths and funding streams
- How the presence of scientific / engineering intellectual skills (e.g. problem structuring, data analysis and presentation, management of technical risk, etc.) will strengthen my departmental board

Secure, maintain and develop relevant technical expertise

- The nature and significance of relevant scientific and engineering issues to a standard commensurate with my qualifications
- The need to keep my knowledge up to date and effective ways of doing this.

Provide clear technical advice to technical and non-specialist audiences

- To policy units and customers – impartial technical advice of a consistently high quality which meets their needs and stands up to scrutiny
- Technical advice which is easily understood by stakeholders, including limitations of the advice (e.g. in the absence of complete data)

Persuade and Influence

- Initiate discussions with key influencers and decision makers and gains their confidence and support.

Make well-judged decisions

- Act decisively and is prepared to make decisions about complex issues

6 DESIRABLE SKILLS

- There is a need to travel to meet with stakeholders, so a driving license is highly desirable.

7 QUALIFICATIONS/ EXPERIENCE

- A degree, or background and equivalent experience, in a technical or scientific discipline - ideally physics, electronics or other relevant scientific/engineering discipline.
- Substantial experience of managing technically complex projects.

8 OTHER ESSENTIAL SPECIFICATIONS

- Developed vetting is essential for this post.