

## THE POST

<b>Service:</b>	<b>Innovation Impact and Business (IIB)</b>
<b>Post:</b>	<b>Mining Solutions Consultant (Impact &amp; Partnership Development Officer) for the 'South West Centre of Excellence in Satellite Applications' (SWCoESA) and Satellite Applications Catapult</b>
<b>Reference No:</b>	<b>P70478</b>
<b>Grade:</b>	<b>E</b>
<b>Reporting To:</b>	<b>SWCoESA Centre Manager</b>
<b>Based in:</b>	<b>Penryn Campus, Cornwall</b>

The above full-time post is available immediately until 31<sup>st</sup> March 2022, with the possibility of extension subject to funding. Secondments will also be considered. The role is a jointly held post between University of Exeter and Satellite Applications Catapult (Harwell, Oxford).

The post will be based in the IIB team at the University of Exeter Penryn campus in Cornwall. The postholder will work closely with the Satellite Applications Catapult, and project partners at Falmouth University, University of Plymouth, and UK Space Agency.

## Job Description

### Main purpose of the job:

#### **South West Centre of Excellence in Satellite Applications (SWCoESA)**

The SWCoESA is one of five Regional Centres of Excellence established by the Satellite Applications Catapult and UK Space Agency. The Centre has been running for over three years and has been working across the South West of the UK supporting the growth of the space-enabled business sector. The Centre engages with innovative South West SMEs, larger companies and public sector organisations to grow commercial Satellite Applications and related Space Technologies across a range of sectors, including Agri-tech, eHealth & eWellbeing, Marine & Maritime, and Mining & Minerals.

The Centre is part of a consortium led by the University of Exeter, with activities delivered by a consortium of HEI partners consisting of University of Exeter, University of Plymouth and Falmouth University. We also have support from industry including Goonhilly Earth Station, Spaceport Cornwall and SetSquared to deliver a number of business support programmes in the region.

We are looking for a dynamic team-player to fulfil the role as sector lead for our 'Mining & Minerals' theme. The successful applicant will support the Centre Manager and the Satellite Applications Catapult to take forward Mining-related projects that deliver significant outcomes to the partners involved and to the commercial entities they are engaged with.

Rapid technological advances have led the Mining sector to invest in digital tools, in order to improve mining processes, decision-making and environmental impact. In particular, Satellite Applications (including Earth Observation, Navigation and Communications) enables automation, remote operation of mining equipment, drone services and digital modelling of extreme environments.

The postholder will manage Mining-related activities, to support business to adopt satellite related data and technologies that will help their businesses to grow. This will be delivered through engaging with the wider end user community and their supply chains and linking the science base with industry primes and the Satellite Applications Catapult.

You will support the Centre Manager in delivering a programme of Mining-related activities including themed workshops, projects, and one-to-one company engagement will be delivered across the South West region, and you will support the Satellite Applications Catapult to deliver similar activities across the UK. The role will facilitate and develop new and maximise current opportunities for research income development and commercial exploitation with partner organisations, primarily businesses.

The post holder is also expected to manage Mining stakeholder and business relations, and seek opportunities to support businesses, by identifying research and innovation and knowledge exchange opportunities.

### **Innovation Impact and Business (IIB) Directorate**

The role is primarily based in our Innovation, Impact and Business Directorate on the University of Exeter Penryn Campus. The IIB service aims to secure greater value and impact from relationships with partners drawing on the University's education, research and physical assets. This includes research collaboration, commercial services, new venture development skills, placements, and education partnerships with business recruitment.

As this is a joint post, you will be expected to travel to the Satellite Applications Catapult, Harwell, Oxford once per month, and work as part of the Extractive Industries Business Unit.

### **Main duties and accountabilities**

The postholder may undertake all of the duties listed below or a sub-set, as agreed with the Centre Manager.

#### **Drive Impact**

- Support the SWCoESA and Satellite Applications Catapult to deliver Mining-related activities and leverage resources and input from the research base and the wider knowledge exchange infrastructure across the UK.

- Develop a capability map of the research base, and promote the potential for cutting edge research and innovation to be translated into real economic benefits for companies within the Mining sector.
- Work in partnership with academic colleagues, and support related business development activities, to deliver relevant Centre and Catapult objectives/KPIs.
- Build and develop relationships with companies, funding organisations, Higher Education Institutions (HEIs), Catapults and other partner organisations to refine the business development capabilities of the centre.
- Understand the needs and strategic direction of individual companies, helping them to bridge the gap in terms of knowledge of the research base, enabling them to network into relevant research teams to meet business needs and access relevant funding opportunities to support the knowledge exchange activity.
- Provide mining knowledge, expertise and insights to contribute to project development and bids preparation.

### **Connect Partners**

- Support the delivery of excellent customer service for academic and commercial partners.
- Undertake the role of relationship manager for Mining-related partners and/or networks, as agreed with the Centre Manager. In addition to developing their own links, they may work closely with academics that have an existing close relationship with the partner.
- Facilitate the allocation of Mining-related support packages for both academic and entrepreneurial groups to help them build and strengthen strategic collaborations between the University and external organisations.
- Represent the Centre, the Catapult and the University of Exeter in both internal and external interactions underpinning the strategic objectives of the centre.
- Work with colleagues across partner university groupings such as the SETsquared partnership or GW4, to participate in the development of joint proposals for cross-partnership commercialisation initiatives and to develop and organise joint events.

### **Create Opportunities**

- Identify and disseminate information on Mining-related funding opportunities appropriately, including internally to researchers and professional services staff, and externally to potential project partners.
- Plan, initiate and deliver key Mining-related business development projects that will place Exeter in a stronger position with relevant funders and stakeholders.

- Contribute to the preparation of grant applications to funding bodies and proposals and tenders to industry or government departments, including ESIF funding and lead on the development of proposals for economic development, knowledge transfer, research and innovation.
- Identify relevant organisations able to access a range of HE interventions designed to support their growth, diversification or R&D activities, and those with potential to access finance for development.
- Respond to external requests for information on our activities, strengths and capabilities.

### **Generate Value**

- Work closely with academics and external clients to identify and develop opportunities for impact development and income generation from external sources, including contract research and Knowledge Transfer Partnerships (KTPs).
- Identify opportunities to improve and streamline processes and procedures to ensure value for money.

### **Policy, Planning and Reporting**

- Contribute to the updating of policies in response to changes in Mining-related legislation and/or to reflect best practice.
- Regularly monitor and review existing projects in order to ensure Mining-related objectives and deliverables are met.
- Co-ordinate project management and processes to comply with the ISO accredited Quality Management System.

### **Other Duties**

- Set own objectives under the management of the Centre Manager to manage workload and ensure deliverables and deadlines are achieved.
- To work additional hours when required in order to meet deadlines.
- There will be a requirement for regular UK travel, including a monthly visit to the Satellite Applications Catapult.

### **Special requirements**

- The postholder will be expected to attend relevant meetings, events and conferences, this will involve travelling throughout the UK and occasionally internationally.

This job description summarises the main duties and accountabilities of the post and is not comprehensive, the post-holder may be required to undertake other duties of similar level of responsibility.

## Person Specification

<b>Competency</b>	<b>Essential</b>	<b>Desirable</b>
Attainments/Qualifications	Educated to degree level (or equivalent).	A post-graduate qualification in a relevant field
Skills and Understanding	<p>Knowledge of the Mining sector.</p> <p>Ability to participate in and develop links with a significant number of external partners.</p> <p>Ability to work within multidisciplinary teams.</p> <p>Excellent organisational and time management skills.</p> <p>Excellent written and verbal communication skills.</p> <p>Experience of computer software packages, such as Word, Excel and PowerPoint.</p>	<p>Understanding of and practical knowledge of emerging technologies and their practical applications in a mining environment</p> <p>Excellent understanding of research, development and innovation.</p> <p>Strong aptitude for explaining and applying advance technologies.</p> <p>Knowledge of Satellite Applications.</p>
Prior Experience	<p>Experience of working in, or working with the Mining sector.</p> <p>Project management experience.</p> <p>Experience of building and maintaining excellent working relationships with partner organisations and institutions.</p>	<p>Experience of working in, or working with the Space sector/satellite applications.</p> <p>Experience of delivering diverse business support activities.</p>

<p>Behavioural Characteristics</p>	<p>Ability to demonstrate independent and self-managing working styles.</p> <p>A proactive and creative approach to problem solving.</p> <p>Ability to work with people in diverse roles and of different backgrounds.</p> <p>Collaborative working and effective stakeholder management.</p>	<p>Entrepreneurial approach.</p> <p>Excellent networking skills.</p>
<p>Circumstances</p>	<p>Flexible working in order to support network meetings/events on occasions.</p> <p>Flexible to travel to other partner organisations.</p>	<p>Own transport and ability to travel.</p>

### Informal Enquiries

Before submitting an application you may wish to discuss the post further by contacting Conrad Gillespie, SWCoESA Centre Manager by email [c.gillespie@exeter.ac.uk](mailto:c.gillespie@exeter.ac.uk) or phone 01326 255 178.