



JOB TITLE:

PARTNERSHIPS DIRECTOR

BACKGROUND:

Plus X transforms places. We create innovation hubs that unlock potential, driving business growth, innovation, collaboration and positive social impact.

In our locations, we run innovation and support programmes for companies of all sizes to help accelerate their growth and success. This includes our award winning, Central Research Laboratory hardware accelerator programme in Hayes and our soon-to-launch programme in Brighton focusing on scale up companies.

A key part of our mission is forging strategic partnerships that generate collective opportunity for business and deliver significant economic, environmental and social benefit. Whether focusing directly on issues of entrepreneurship and inclusive economic growth, the environment, health and wellbeing or any other important challenge, our partnerships enable diverse organisations to maximise their impact.

The Plus X team has a track record of successful partnerships between government, national and international business and start-ups and now wishes to augment its team with a Partnerships Director.

ABOUT THE ROLE:

We are looking for an experienced Director of Partnerships to act as a Plus X Ambassador, developing successful strategic global and local business partnerships for our Plus X members nationally, and for Plus X.

The candidate will work with the local programme teams and the Plus X leadership team, collaborating on shared goals and the delivery of meaningful and successful public and private sector partnerships.

The role has four main focus areas:

- + To establish needs and opportunities for our member businesses nationally
- + To enable our member businesses to secure commercial and strategic partnerships for their own innovation needs
- + To help manage partnership opportunities with existing partners in higher education
- + To identify, develop and deliver commercial partnerships for Plus X innovation hubs nationally

The successful candidate may have come from a large corporation or sponsorship agency and now wants to create more cross-organisational initiatives, working with small and large organisations alike. Equally, they may have worked in government funded innovation agencies such as Innovate UK or Tech Nation.

SKILLS REQUIRED:

- + This role requires experience in researching, targeting, negotiating and securing partnership relationships, both commercial and collaborative
- + An understanding of and/or experience with SME business growth and challenges
- + A collaborative approach, as this role will involve working with multiple team members including local Plus X programme managers, Plus X CMO and a wide variety of member businesses
- + Excellent business networking skills and experience at representing organisations at business events
- + Experience in digital CRM systems to collate, manage and track leads
- + Superb organisational skills, high quality data sharing and regular stakeholder updates together with strong communication skills
- + Alignment with the mission, values and culture of Plus X

LOCATION AND PACKAGE:

- + Although much of the role is initially focused in London and the south-east, there will be substantial UK travel involved as partnerships are developed and secured
- + This is a critical role for Plus X and the package will be competitive for the right candidate

