



**European Union**

European Regional  
Development Fund

## **JOB DESCRIPTION**

<b>JOB TITLE:</b>	<b>PARTNERSHIPS LEAD</b>
<b>REPORTING TO:</b>	<b>PARTNERSHIPS DIRECTOR</b>
<b>FUNDED BY:</b>	European Regional Development Fund
<b>SUPERVISORY RESPONSIBILITY:</b>	N/A
<b>LOCATION:</b>	Brighton
<b>HOURS:</b>	Standard office hours with occasional but expected event attendance, with the option to be flexible for the right candidate.
<b>KEY RELATIONSHIPS:</b>	
<b>Internal:</b>	<b>Partnerships Director, Programmes Manager, Programmes Delivery Lead &amp; BRITE Marketing</b>
<b>External:</b>	<b>BRITE Partners</b>

This full-time post is available from October 2021 until December 2022 and is a member of the new Brighton Research and Innovation Technology Exchange (BRITE) project team.

### **ABOUT PLUS X:**

Plus X enables and supports tomorrow's pioneers to meet the challenges of our time.

To have transformative ideas and make them happen; you need space, time, focus and the right people around you.

We give people the tools to collaborate, build, create, test, learn and make their ideas real. Because innovation only happens when we try something new, collaborate with someone unexpected and get a different perspective.

That's why we exist: To empower and enable bold thinkers turn an idea into something brilliant. To build local communities and help and help them grow. And champion the people using ideas for a better world.

### **ABOUT BRITE:**

BRITE (Brighton Research Innovation Technology Exchange) has been designed by Plus X, in partnership with the University of Brighton, to support leaders of companies that have ambitions to grow and scale their business through innovation and collaboration and is receiving up to £5m of funding from the England European Regional Development Fund.

You can find out more at [www.BRITEinnovation.co.uk](http://www.BRITEinnovation.co.uk)

### **MAIN PURPOSE OF THE JOB:**

BRITE supports some of the most exciting companies working in the region to develop truly innovative products and services that have the potential to make a significant impact on industry. As part of their journey – developing, testing, and commercialising their innovative solutions - it can be incredibly valuable to connect them to large industry partners who can help to speed up this process by:

- Provide insight into the market and the challenge they are trying to solve
- Testing and trialling their innovative technology or model to provide feedback and validation
- Helping them to build a network of trusted relationship that will help them to commercialise and scale

This role will support the Plus X Partnerships Director in scouting key corporate partners who are interested in supporting and collaborating with SMEs as part of the BRITE Strategic Partnerships Masterclasses programme, manage corporate relationships, and make introductions on behalf of SME's on BRITE.

### **MAIN DUTIES:**

Key responsibilities include:

- Refining corporate partner proposition for new BRITE programme
- Targeted outreach to corporates
- Communicating the main benefits of working with SMEs on the BRITE programme to gain buy in
- Managing all corporate partner relationships for BRITE
- Work with the marketing team to deliver all collateral
- Support the Partnerships Director with the BRITE partnership clinic by managing relationships with external partners
- Working with SME's to understand needs and connections to Corporate partners
- To undertake other duties appropriate to the grade of the post

### **KEY RESULT AREAS:**

- Number of corporates engaged in the programme
- Number of collaborations generated between SMEs and Corporates
- Feedback from SMEs and Corporates.

## **OUR IDEAL CANDIDATE:**

- Strong account management skills
- Preference for experience working in the innovation startup/corporate space
- Comfortable networking
- Experience in Business Development/outreach
- Working fast-paced environment
- Confident talking to people at all different levels
- Team player
- Articulate
- Strong presentation skills
- Experience using a CRM system

## **PERSONAL & TEAM RESPONSIBILITIES:**

- Provide a good role model for staff and trainees and project a positive image to internal and external contacts and customers
- Demonstrate the Company's culture, values and behaviours:
- Take responsibility for own self-development on a continuous basis.
- Carry out responsibilities with due regard to the Data Protection Act and current Data Protection policy
- Carry out responsibilities with due regard to the Company's Equal Opportunities Policy and Environmental Policy
- Work at all times within the code of the Health & Safety Act

*This job description is not comprehensive or exclusive and duties may be varied from time to time, but these will not change the general character or level of responsibility of the job. This job description and your performance will be regularly reviewed.*