

Job Description: Knowledge Transfer Manager - Manufacturing

Job Purpose

To create sustainable economic growth through a programme of networking activities which accelerates the delivery of innovation in the UK manufacturing sector.

Reporting to: Head of Manufacturing

Grade: Knowledge Transfer Manager (KTM 2) Salary £37,737pa to £49,792pa (depending on experience)

Location: Home or office based working with significant UK travel and occasional international travel expected. (KTN have offices in London and Edinburgh)

Scope:

The role will be based in KTN's Manufacturing team which works to drive innovation in UK manufacturing, to strengthen the UK economy and improve people's lives, by making compelling connections to cutting edge knowledge, creativity, facilities and funding. The role will include working with colleagues across all of KTN's dedicated sector, thematic and technology teams, and members of the KTN network, to accelerate the delivery of UK innovation across a wide range of industrial sectors. Whilst part of the role will entail helping innovators to reach manufacturing fruition, there will be an emphasis on helping manufacturers to innovate and adopt innovations. The job holder will support initiatives such as the Industrial Strategy Challenge Fund along with the exploration and delivery of new business growth opportunities.

Key accountabilities:

- Support development and delivery of KTN delivery plans and projects relating to manufacturing.
- Engage with manufacturing companies to identify their opportunities, needs and capabilities, and make strategic introductions that drive innovation, recording these on KTN's CRM software.
- Maintain awareness of innovative manufacturing technologies, approaches and business models, and providers of knowledge, services and facilities that can enable their deployment.
- Development of sector wide and system-level solutions through engagement with a full range of the KTN network.

- Lead on the delivery of workshops to address complex industrial challenges with attendance from senior members of staff from UK business and research organisations.
- Assist with reporting obligations to key stakeholders on project progress, performance and impact.
- Grow the network of stakeholders which recognise the paid service delivery capability of KTN.

Job responsibilities

- To lead and be a team member in specific tasks which drive innovation in manufacturing, for example through the deployment of innovative digital technologies or the deployment of business models such as servitisation.
- To develop and maintain relationships with high growth potential businesses in manufacturing.
- To directly assist businesses providing support through knowledge transfer, making relevant new connections, facilitating collaborations and mentoring applications for funding.
- To engage businesses with the Innovate UK/UK Research and Innovation assets (eg. the Industrial Strategy Challenge Fund)
- To capture, record and communicate the outcomes resulting from KTN interventions, seeking case studies and metrics (KPI) capture.
- To maintain a strong relationship with relevant counterparts in Innovate UK, UK Research and Innovation and other relevant stakeholders.
- To plan and deliver dissemination, scoping and networking meetings, encouraging cross-sector involvement where possible.
- To seek new opportunities for KTN, with potential for new revenue.
- To contribute to KTN wide communications and projects, helping colleagues as required.
- To support KPI delivery and provide regular reporting of activity and outcomes.

Experience and qualifications

- Degree qualified (or equivalent) in a relevant technical discipline with relevant industry and R&D experience.
- Demonstrated experience in manufacturing innovation development and implementation.
- Thorough understanding of the manufacturing industry and good personal connections to senior figures in a range of companies.
- Experience of working in projects to deliver innovation in a commercial environment.
- Demonstrated experience in stakeholder engagement, with a good profile and personal network in the innovation landscape.
- Experience in sustainability in the context of manufacturing will be advantageous.
- Analytical skills and experience will be advantageous.
- Awareness of the requirements and obligations of grant funding will be advantageous but not essential.

Competencies and Attributes

- This role requires a highly motivated, self-starting and results oriented individual with a good understanding of commercial issues or a desire and the ability to learn on the job.
- Must be a good communicator with well developed written and verbal skills, able to translate complex topics for a broad audience.
- Must be a good listener - able to interact with and understand the needs and capabilities of a wide variety of clients.
- Flexible, reliable and adaptable with good interpersonal and time management skills.
- Comfortable working both autonomously with little supervision, and as a team member.
- Must be proficient in normal office software tools with excellent administrative and organisational skills.
- Sound knowledge across a range of technical and/or creative disciplines, and good numeracy.
- Holder of a driving licence, a willingness to travel by public transport or by own car is required as this post involves considerable travel including overnight at times.