

## Job Description

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| Job title  | Principal Engineer: Defence & Emerging Opportunities |
| Department | WMG                                                  |
| Grade      | 8                                                    |

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| Job purpose (a brief summary of the role) | <p>Develop, with the WMG leadership team, a 'National Security and Dual Use' capability strategy for the emerging markets for WMG, especially defence, and national security that responds to the current and future national and industrial need.</p> <p>Provide technical leadership and support to Business Development in developing and executing the national security engagement strategy in WMG including the implementation and continued drive to delivery. Support the business development team to engage appropriate industrial companies to enable WMG to successfully bid and win a future pipeline of activities. Activities will include:</p> <ul style="list-style-type: none"> <li>• Develop WMG as a key player in the defence and adjacent emerging market sectors (considering dual use opportunities)</li> <li>• Working with other HVMC centres and Universities to develop collaborations and partnerships to deliver optimal solutions to industry and national bodies</li> <li>• Representing WMG's technical capabilities, and HVMC activity, on national bodies, interactions as related to the emerging sectors</li> <li>• Act as an industrially focused technical sector lead for WMG, identify and initiate contact with key industrial targets for future activities in defence and associated dual use applications</li> <li>• Support Business Development in building an industrial network through initiating trusted enduring strategic relationships with key industrial organisations,</li> <li>• Contribute technical credibility and insight and where needed support the creation of proposals that span across WMG capability groups.</li> </ul> |
| Duties and responsibilities               | <p><b>WMG – Emerging Opportunities (focused on Defence):</b></p> <ul style="list-style-type: none"> <li>• Work with the WMG CTO &amp; team and business development team to understand the output of the Defence Investment Plan, Advanced Manufacturing sector plan and Defence Industrial Strategy and help create a plan of action on high-priority emerging opportunity areas.</li> <li>• Leading the technical and sector insight to support Business Development's market and competitor analysis, that will enhance the WMG value proposition and help scope (with senior management buy in) what WMG may target in Aerospace, Defence and adjacent sectors vs. the University's values and ethics</li> <li>• Bring together the organisational, commercial and technical requirements to allow WMG to do work in these sectors and a plan as to how it should put in place the processes, systems and safeguards to allow WMG to fulfil such activities.</li> <li>• Support Business Development in developing relationships with industry and national bodies to enable WMG to execute it emerging markets strategy and grow activity and pipeline in this sector within WMG.</li> <li>• Support the co-ordination of and writing of compelling funding bids.</li> <li>• Establish and oversee a portfolio of work in WMG within the emerging markets sector. Supporting Business Development in establishing a substantial pipeline of future work along with the relevant research groups.</li> <li>• Working with the WMG SME group, to support the cross-HVM Catapult SME and Defence</li> </ul>                                                                                 |

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|  | <p><b>MoD Alliance and HVMC Defence Mission Team</b></p> <ul style="list-style-type: none"><li>• Support interactions with the MoD as part of the HVMC-MOD Alliance, coordinating with Business Development where these relate to wider relationship or opportunity development.<ul style="list-style-type: none"><li>○ Support others in WMG who are taking a HVMC leadership role to co-ordinate responses to MoD requests, and industrial opportunities arising through the Alliance where WMG is designated the leader or taking a partner role in areas of interest where other HVMC Centres lead.</li></ul></li><li>• Support WMG's lead and members on the HVMC Defence Mission Team to help them with co-ordinating and collaborative activity with MoD and defence industrial partners.</li></ul> |
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**Person Specification**

*The Person Specification focuses on the essential and desirable knowledge, skills, experience and qualifications required to undertake the role effectively. This is measured by (a) Application Form, (b) Test/Exercise, (c) Interview, (d) Presentation.*

| Essential Criterion No. | Essential Criterion Description                                                                                                                                                                                                                                                                      | Measured by |
|-------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------|
| E1                      | Industrial and commercial experience in the defence sectors, with leadership/management experience in an innovative technology and/or manufacturing environment, at a level that commands the respect of senior managers in SMEs, Tier 1s, OEMs, including the ability to influence where necessary. | A,C & D     |
| E2                      | A strong personal network within the defence, an understanding of that sectors manufacturing environment, knowledge of their R&D activities, industry structure and supply chains, with excellent client relationship management and interpersonal skills.                                           | A,C & D     |
| E3                      | Possession of a good honours degree in a science or an engineering discipline or with significant industrial experience in aerospace or defence technology and/or manufacturing firms.                                                                                                               | A           |
| E4                      | Excellent analytical, oral and written communication, organisational and presentational skills to all levels of staff, and experience in representing the organisation you work for, from a technical and/or commercial viewpoint.                                                                   | A & D       |
| E5                      | Proven ability to form, and work in, multi-functional teams with partner organisations to deliver collaborative projects.                                                                                                                                                                            | A & C       |
| E6                      | Able to successfully gain relevant UK Security Clearance.                                                                                                                                                                                                                                            | A & B       |
| E7                      | Excellent client relationship management and interpersonal skills.                                                                                                                                                                                                                                   | A & C       |

| Desirable Criterion No. | Desirable Criterion Description                                                                  | Measured by |
|-------------------------|--------------------------------------------------------------------------------------------------|-------------|
| D1                      | Experience in industrial research, industry, RTO and/or university based.                        | A & B       |
| D2                      | Experience of MoD frameworks and approaches to funding, and/or of ATI and IUK bidding processes. | A & C       |
| D3                      | Experience of working in HVMC, and RTO and/or University setting.                                | A,B & C     |
| D4                      | Experienced in planning, and execution, including setting up new organisational structures.      | A,B & C     |