

Job Spec

- Purpose**
 - Build DP as a world class science park
 - Drive and deliver growth
 - Build strong tenant community on site

- Key areas of focus**
 - Strategic development of DP as world class site
 - Develop and drive key science pillars
 - Find niche focus areas (USPs)
 - Make DP an attractive place for life science businesses
 - Drive strategies for growth
 - Develop new business opportunities
 - Build and maintain stakeholder relationships
 - Proactive Business Development activities
 - Design effective sales strategy
 - Develop marketing plan
 - Engagement with life science businesses
 - Proactive outreach to new opportunities
 - Develop strong pipeline of new leads
 - Building a collaborative community
 - Develop DP community
 - Further develop DP's eco-system
 - Providing support to companies on site (mentoring/ advice/ access to finance & talent)
 - Identify collaborative opportunities
 - Talent development
 - Networking and events
 - Drive Innovation activities
 - Driving new innovation projects and activity
 - Alliances and collaboration between companies on site
 - Collaboration with local universities
 - Overseeing delivery of incubator and scale up programme

- Person Spec**
 - Strong Drive
 - Optimism and enthusiasm
 - Charisma and charm
 - Influential
 - Determination to excel
 - Can-do approach
 - Resilient
 - Team player and collaborative worker

- Skills**
 - Commercial acumen
 - Gravitas
 - Able to take on a significant challenge
 - Ability to build long term relationships
 - Strong networking skills

- Experience**
 - Experience of working in the science sector
 - Good sector knowledge
 - Strong relationships with science companies and science organisations
 - Experience of working at senior level
 - Track record in developing and delivering new commercial opportunities