

Associate Director of STEAMhouse Services

School / Department:	Growth, Engagement and Enterprise	Grade:	J
New appointees to Birmingham City University will ordinarily be appointed at the entry point of the appropriate grade			
Pension classification:			Other
Responsible to:	Director of Growth, Engagement and Enterprise	Responsible for:	STEAMhouse Services Team

Job Purpose

The Associate Director of STEAMhouse Services will lead in identifying, cultivating and sustaining entry level entrepreneurship for students, incubation services, and STEAMhouse products and services in line with Birmingham City University's ambitions in its Strategy 2030. The postholder will also be responsible for generating income from STEAMhouse space and products/services that contribute to the university's position in KEF and to the university's ambition to be the driver of entrepreneurship, growth and prosperity in the city. The post holder will lead the teams in STEAM Futures and STEAM Growth to achieve these ambitions in partnership with our students, academic schools and other teams in the Growth, Engagement and Enterprise Directorate.

Main Activities and Responsibilities

1. Develop and deliver a strategy for STEAMhouse Services with emphasis on the nurturing of student entrepreneurs, incubation, and the generation of income from STEAMhouse products, services and occupancy.
2. Support the embedding of student entrepreneurship across the curriculum and in extra curriculum activities in partnership with school and education leaders with the specific goal of contributing to improving BCU's graduate employability outcomes
3. Leverage academic research and enterprise expertise for student entrepreneurs and STEAMhouse products and services.
4. Identify, pursue and secure, through the Business Development Team, key industrial, enterprise, public sector and community partners/customers across priority sectors that support student entrepreneurship and the generation of income from occupancy and STEAMhouse product/services.
5. Set and deliver ambitious targets for income and engagement, with a particular focus on STEAMhouse products, consultancy, professional certification, Life-Long Learning, and workspace membership and occupancy that improves performance in the Knowledge Exchange Framework.
6. Lead a team of entrepreneurship professionals, providing strategic direction and line management to support delivery across academic schools.
7. Ensure the commitments in relation to the funding of STEAMhouse are met.

8. Build strong relationships with senior industry leaders, regional and national bodies, and other external stakeholders to establish BCU and the STEAMhouse brand as the centre of regional prosperity, working closely with the Director of Growth, Engagement and Enterprise and the Associate Director of Business Development
9. Develop sectoral expertise within the team that delivers the university as a partner of choice for business and industry.
10. Represent the university externally, acting as a senior ambassador and advocate for its business engagement offer as required by and in support of the Director Growth, Engagement and Enterprise.
11. Deliver other activities and outcomes as defined by the Director of Growth, Engagement and Enterprise

Person Specification

Essential Criteria	Application Form / Support Statement / Interview
1. Experience leading a business development or an innovation services function with an emphasis on internal entrepreneurship in a large, complex organisation.	Application Form / Support Statement / Interview
2. Expertise in relationship development and stakeholder engagement, with a strong track record of securing internal and external strategic partnerships and income.	Application Form / Support Statement / Interview
3. Experience managing senior teams and delivering results through others.	Application Form / Support Statement / Interview
4. Strong understanding of the UK industrial landscape and experience working in or with key sectors in delivering innovation services.	Application Form / Support Statement / Interview
5. Experience in delivering or supporting growth in areas such as business incubation and innovation services.	Application Form / Support Statement / Interview
6. Skills in strategic planning and target setting, with a focus on measurable outcomes and impact.	Application Form / Support Statement / Interview
7. Ability to work collaboratively with academic and professional service leaders to translate strategic ambitions into partnership activity.	Application Form / Support Statement / Interview
8. Strong communication, influencing and negotiation skills, with credibility across both academic and industry settings.	Application Form / Support Statement / Interview
Desirable Criteria	
9. Experience of working in or with the higher education sector.	Application Form / Support Statement
10. Understanding of the policy context for skills, innovation and economic growth.	Application Form / Support Statement
11. Experience of leading institutional engagement with employers across multiple levels and disciplines.	Application Form / Support Statement

- Application Form – assessed against the application form. Normally used to evaluate factual evidence e.g. award of a qualification. Will be assessed as part of the shortlisting process.
- Cover Letter & CV - applicants are asked to provide a statement to demonstrate how they meet the criteria, and may reference their CV. The response will be assessed as part of the shortlisting process.
- Interview – assessed during the interview process by either competency-based interview questions, tests, work-related exercise, presentation and discussion, or teaching session etc.