

Innovation Consultant and Grant Writer – Telford

Job Description and Person Specification

Job: Innovation Consultant and Grant Writer (Telford)

Summary: We are looking to recruit a creative, passionate and bold individual with excellent leadership and communication skills and natural entrepreneurial flare. Working at the cutting edge of science and technology, you will help some of Europe's most innovative companies to define and develop their innovation concepts, partnerships and business plans, and apply for R&D grant funding. Acting as an outsourced proposal/innovation manager for our clients, you will quickly develop and hone invaluable skills, ranging from soft skills such as leadership, management, communication, negotiation and sales; through to specific skills such as ideation, concept development, competitor and market analysis, technology scouting, open innovation and business model generation. Our client base is drawn from a breadth of market sectors, providing for an exciting and varied role with the opportunity to explore new and emerging areas of science and technology. We are a young dynamic company with the potential for rapid growth, providing excellent opportunities for professional development and career progression. The ideal candidate could range from a young professional at the start of their career, an experienced professional looking for a change in career direction, through to a seasoned veteran in the field of innovation and/or grant funding.

Examples of our previous projects include: machine vision systems for manufacturing quality control, AI enabled medical diagnostics, shielding for quantum sensors, hydrogen power systems for UAVs, next generation solar energy and algae biorefineries.

About Framework Innovation: We are passionate about creating solutions that have impact. Specialising in open innovation and grant funding, our goal is to support organisations in the conception, development and commercialisation of innovative products, processes and services. Through the formation of long term strategic collaborations, we strive to become intimately familiar with the technologies and markets of our clients, enabling us to add value to their innovation projects, achieve improved levels of funding success and to become an invaluable member of their innovation teams. With over 14 years' experience working across a diverse range of technology and market sectors, we have helped organisations across Europe to leverage over £50 million of grant funding.

The Role: The role has two primary functions:

- Innovation Consultancy – helping clients to define and develop their innovation concepts, partnerships and business plans
- Grant Writing – helping clients to prepare robust grant applications to secure national and European R&D funding

Key Skills: To succeed in the role, the candidate must be able to demonstrate knowledge and experience of the following key skills:

- Logic / critical thinker – able to rationalise complex subjects and explain them simply
- Creative problem solver – able to understand problems and seek solutions
- Inquisitive – interested in and able to quickly understand new areas of science and technology
- Bold – confident working outside their comfort zone
- Organised and deadline focused – able to work independently under pressure and plan work to meet strict deadlines
- Quality focused – ensuring attention to detail and the delivery of excellence
- Leadership and Communication – excellent interpersonal skills with a natural ability and confidence to lead diverse multi-partner collaborations at a senior management or director level
- Entrepreneurial flare – drive to understand commercial opportunities and lead the development of scientific and technological solutions that address these opportunities

Responsibilities: Important day-to-day activities associated with the role will include:

- Concept definition: working with clients to understand and document their innovation concepts and business plans
- Concept validation: desk-based research and consultations with academic and industry experts to support validation of a client's innovation concept, including: User Needs Assessment, Market Review, Competitor Analysis, Technical feasibility, Commercial Justification and Impact Assessment, Business Plan Feasibility
- Concept development: helping clients to transform their great ideas into winning product concepts, primarily through desk-based research, technology scouting/brokerage and open innovation
- Business plan development: supporting development of our client's innovation business plan, including business model generation, cost-benefit analysis, route to market, exploitation strategy etc.
- Technical Planning: coordinating definition of the project objectives, work programme and risk management strategy
- Proposal Management: coordinating development of the concept, consortium, proposal and budget
- Consortium Recruitment: recruiting motivated partners that add value and fulfil defined project capability needs
- Proposal Preparation and Writing: preparing an excellent project proposal to a defined timeline working collaboratively with all project partners
- Contract Negotiations: providing support to our clients throughout negotiations with the funding provider
- Consortium Agreement: supporting preparation of a Consortium Agreement between the project partners

Additional responsibilities may also include:

- support the development of our internal tools and procedures for innovation and grant writing
- management of strategic customer accounts
- new business development and customer engagement
- representing the company at events and exhibitions
- provision of coaching and training services to help clients to prepare their own grant applications

You must hold a valid passport and full UK driving licence. You will be required to travel frequently within the UK and to Europe as required. Flexible working to meet deadlines is essential.

Qualifications and Experience:

- Qualified to degree level or higher in a relevant science or engineering subject.
- Experience in relevant fields, such as innovation consultancy, academic research, new product development, market research, grant writing or project management, is a distinct advantage

Salary and Benefits:

- Competitive salary depending on experience (£24K to £36K)
- Excellent reward and recognition package
- Pension
- 25 days annual leave

How to Apply:

Please submit the following documents to r.bevan@frameworkinnovation.com before midnight on the 31st August 2018:

- A completed job application form
- Covering letter
- CV

A copy of the job description and application form is available from our website:
<https://frameworkinnovation.com/careers>

Questions:

For all questions, please contact Rob Bevan on 0121 318 2800 or via e-mail at
r.bevan@frameworkinnovation.com