



LIVESTOCK AND INNOVATION BUSINESS DEVELOPMENT MANAGER

The front door to innovation for the livestock sector CIEL is one of the world's foremost farm animal research alliances and a leading membership organisation.

Safe food, produced to a high standard, in a transparent and low carbon way – at CIEL we support and facilitate the delivery of efficient, sustainable, and competitive livestock food production. From pre-farmgate to the finished product, we connect industry, research, and governments.

Drawing on world-class research, industry and SME innovation, our goal is to successfully tackle grand challenges for livestock production: climate smart food systems; endemic disease reduction; food safety, quality, and integrity; health and welfare management; resource efficiency and precision nutrition; antimicrobial resistance.

Our work is centred on benefitting the UK, but we engage both nationally and internationally. We do this from our home in York where we have a passionate and committed team based at the Science Park next to the University.

We are looking for a candidate to join us as an additional **Business Development Manager**.

To thrive in this role you will need a strong track record in the Business Development role and experience of working with a wide range of partners. You will be an excellent relationship builder with strong livestock sector knowledge and a comprehensive grasp of the UK agri-food and Agri-Tech sectors and the challenges facing them.

Please apply with a CV and a Covering letter. The closing date for this role is **Friday 27 October 2023**.

Please Note: We are embarking on an exciting journey to develop a joint organisation with two of our sister Agri-Tech centres CHAP and Agri-EPI. It is envisioned that the joint organisation will be operational from 1 April 2024 and that the successful candidate will be employed by CIEL and transferred into the new organisation.



BUSINESS DEVELOPMENT MANAGER



Job Status: Full Time Permanent

Reports to: Head of Business Development

Salary: £40,000 - £45,000 dependent on skills and experience

Location: Home based with regular travel.

About the Role:

As one of our Business Development Managers you will be primarily responsible for managing CIEL's existing network of industry members but also for finding and developing new members who are focused on collaborative research across the livestock industry.

You will act as a catalyst to build collaborative groups around research opportunities to transform them into active projects, as well as highlighting potential funding streams with members.

Experience: To thrive in the role you must have a strong understanding of Livestock production systems, an appreciation of the key challenges in the sector, a strong commercial background, coupled with an excellent network and an account management or business development background. Experience in the monogastric sectors would be a significant benefit.

Key Responsibilities

- Primary contact for existing members, assisting them to fully realise the benefits of membership.
- Account manager for members, ensuring they are fully updated on opportunities, and understanding their business needs.
- Identifying new CIEL commercial partners for collaborative research in the livestock and related sectors and developing them into new members.
- Developing new business opportunities which can deliver commercial income through exploitation of current services and R&D capabilities.
- Representing CIEL and acting as an ambassador, attending and participating in events, continually developing the CIEL brand and recognition within the industry.
- Achieving budgeted targets for member performance.
- Understanding routes and opportunities for funding through grant or commercial funding schemes and to leverage new opportunities for projects with members.

Skills, Qualifications and Experience

- Degree level education or equivalent experience, ideally in Agricultural, Food Science or Environmental Sustainability discipline.

- Direct business development or account management experience within the livestock sector.
- Experience in the monogastric sector is desirable.
- A broad range of industry contacts in the livestock or associated sectors.
- Experience of influencing and developing collaborative networks either with or including multinational organisations.
- Experience of working in a membership organisation.
- Excellent communication and interpersonal skills at all levels and with all stakeholders.
- Highly collaborative and inclusive approach with ability to manage conflicting agendas.
- Project management skills.
- The ability to meet multiple demands and maintain relationships.
- Flexible and adaptable approach to work.

Behaviours

- Professional and friendly demeanour.
- Ability to deal with colleagues and members at all levels.
- Confident, approachable and helpful.
- Willing to work outside job description to help out the team.

Special Factors

This role will involve extensive travel.

CIEL Values

Work Together | Do what we say we will | Challenge | Grow everyday | Do the right thing
| Make a difference

How to apply: please send your CV and Cover letter to siobhan@clarkehrconsulting.co.uk