

INNOVATION MANAGER

Salary Group	Specialist Adviser
Why your role is important	<p>Running a business can be a daunting task. Using your specialist knowledge, you will help business leaders to identify what they need to do to, how to do it, and who can help them, which maybe you or someone from UMi's network.</p> <p>You will be a recognised business adviser with a thematic specialism, managing a portfolio of clients to help businesses to do more and go further by providing advice and consultancy across a range of business themes, particularly focusing on innovation.</p>

MAIN RESPONSIBILITIES AND KPI'S

- Always uphold the ART of UMi in all that you do.
- When you see an opportunity to do so, use your skill, experience, and personal characteristics to support projects and activities outside of your core role.
- Be an advocate of UMi through active involvement in promotional and marketing activity and through broader networking and introductions.
- Uphold our commitment to people, planet and profit by consistently operating to UMi's policies, standards and ethics.
- Work with Programme Managers and Senior Innovation Managers to support the delivery of innovation, access to finance and business support programmes.
- Develop connections and working relationships with regional business support providers and other intermediaries.
- Support the delivery of events and engagement activities as required.
- Support the overall engagement of businesses to sign up to relevant programmes UMi delivers.
- Clear communication across all communication methods, with the ability to produce clear written reports and actions plans for clients.
- Maintain a network of stakeholders to support the projects you work on and the growth of UMi's business.
- You will have a deep business specialism, for example (but not exhaustive) as a finance specialist being able to undertake complex due diligence to assess a business' financial readiness, or knowledge of innovation, or a digital specialist with deep knowledge of cyber security, or in-depth knowledge of supply chain development, etc.
- Undertake business assessments, following diagnostics across a range of business themes, e.g. innovation, finances, productivity, supply chain to develop actions plans with the business. Where necessary, go deeper based on your specialism.

THE ART OF UMi

Our values and beliefs

- **Adventurous** – our adventures take us far and wide – they're tough and exciting but we are fearless and open-minded about where they might lead.
- **Responsible** – we share a collective responsibility to each other, respect the world we live in, and we keep our promises.
- **Togetherness** - We can achieve more together than we can apart, and we know that businesses are more than just bricks and mortar or numbers on a spreadsheet – they're powered by people.

YOUR ROLE WITHIN UMi

- Team: Innovation
- Your Manager: Programme Manager
- Reports: No direct reports
- A recognised specialist in your area and will mento/train colleagues as required

THE ESSENTIAL THINGS YOU NEED

- Have a relevant qualification (SFEDI Level 7) or equivalent demonstrable experience in business advice and consultancy.
- Demonstratable experience/a recognised expert in your specialism.
- Extensive knowledge of innovation practice and/or knowledge of access to finance for innovative businesses, including investor readiness.
- Significant understanding of business, business themes and the challenges facing businesses who want to go further.
- Experience of using diagnostics, agreeing action plans and helping businesses to deliver their projects.
- Be a great communicator verbally and in written form, able to understand and distil complex issues to present them simply.
- Experience of managing a case load of business clients.
- Experience of delivering exemplary customer service.
- Experience of C-level suite engagement.

THE THINGS THAT ARE NICE TO HAVE

- Knowledge, experience or relevant qualifications in more focused/groups of specific business themes e.g. general digital adoption by businesses, general sales and marketing, general business finance.
- Experience of business development to attract more businesses onto the programmes delivered.
- Experience of public funding rules.
- Experience of UK Subsidy Control rules (if relevant for your specialism).
- Experience of using Microsoft Dynamics 365.