



# 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 in an additional role of **Business Development Manager**, with specific responsibility for international opportunities. You will work with our existing BDMs on opportunities across the UK and you will also be the point of contact for international collaborations working in liaison with UK bodies to compliment Government strategy and identify overseas opportunities for the UK livestock sector.

To thrive in this role you will need a strong track record in the Business Development role and experience of working with international and governmental partners. You will be an excellent relationship builder with a comprehensive grasp of the UK's global offer in this area.

Please apply with a CV and a Covering letter. The closing date for this role is Wednesday 24 August 2022.

If you would like the opportunity to discuss the role, please contact [siobhan@clarkehrconsulting.co.uk](mailto:siobhan@clarkehrconsulting.co.uk)



## BUSINESS DEVELOPMENT MANAGER



<b>Job Status:</b>	Full Time Permanent
<b>Salary:</b>	£40,000 - £50,000 dependent on skills and experience
<b>Location:</b>	Home based with regular travel.

### About the Role:

As one of CIEL's Business Development Managers you will be part of the Business Development team helping us to identify and respond to national and international opportunities and create potential for our members and the wider sector.

You will work in close liaison with UK governmental and industry bodies as well as promoting a joint centre approach with our sister centres. In addition to supporting our members with UK opportunities you will help to identify onward and export opportunities that will benefit the UK livestock sector and help to build collaborative responses.

You will act as the point of contact for international enquiries and opportunities helping to develop CIEL's strategy in this key area. Working with the Business Development and Innovation teams you will promote innovative approaches and solutions to national and global markets, building our reputation and developing wider networks.

**Experience:** To thrive in the role you will have a strong understanding of UK Livestock production systems, an appreciation of the key challenges in the UK and Global markets, a strong commercial background, coupled with international experience and an excellent network.

### Main Duties:

- Primary contact for existing members, assisting them to fully realise the benefits of membership.
- Responding to international enquiries, helping to understand the offer and identify potential UK partners.
- Account manager for members, ensuring they are fully updated on opportunities, and understanding their business needs.
- Building a longer term international strategy and working with Business Development and Innovation teams to understand the key challenges and activity areas.
- 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.
- Liaising with UK bodies and Government partners including DTI, FCDO, Defra and the Joint Agri-tech centres.

## SKILLS, EXPERIENCE AND BEHAVIOURS

### Essential Criteria

- Track record of successful Business Development
- Experience of International Business Development
- Proven success working with all levels of partners and stakeholders
- Qualified to degree level in a relevant Business or Agri-science subject

### Desirable Criteria

- Prior experience of working in agriculture, agri-food or Agri-Tech.
- Prior experience of strategy development

### Skills

- Excellent customer relationship and interpersonal skills
- An exceptional communicator with excellent relationship building skills.
- Highly motivated, result driven.
- Excellent literacy skills, including attention to detail in written work
- Ability to work under pressure and make hard decisions
- Excellent organisational skills and the ability to manage a large volume of information and documents and competing priorities

### Behaviours

- Professional, trustworthy, and friendly demeanour.
- Ability to work effectively with colleagues and CIEL Members at all levels.
- Confident, approachable, and helpful.
- Willing to work outside job description to help the CIEL 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