

## Technical Business Development Manager – Optical Performance Centre [LUX-OPC]

### Birmingham Science Park Aston (BSPA) - £45 - £50k dependent on experience



LUX-OPC based at Birmingham Science Park Aston is leading the way in light test and measurement within the UK and boasts newly developed state of the art facilities. This facility is jointly managed by BSPA and LUX-TSI.

We require a professional experienced individual to create and develop new revenue streams and to drive the promotion of the LUX-OPC activities in the region, nationally and internationally.

You will be expected to deliver revenue against agreed targets for a wide range of products and services including laboratory work, training events and project development. You will already have well developed appropriate professional relationships within this sector and have the credibility to promote all LUX-OPC commercial activities. Your ability to establish links with HEIs in the region and with the regional photonics group will be essential.

You will possess specialist relevant knowledge in order to develop the LUX-OPC proposition and be able to carry out thorough commercial research to explore opportunities. You must be confident and proficient to present your proposals for the future development of the LUX-OPC facility to senior management. The role will also involve the organisation of and participation in associated events and to maximise the potential through BSPA's national event, euroLED.

Experience of preparing funding opportunities and exposure to the rigours of providing evidence to support European funding would be a distinct advantage.

A lighting industry background would be desirable as would a degree or equivalent in Photonics or a related topic. A track record of successful business development in a similar sector is essential and experience and knowledge of how the larger corporates and the public sector operate would be helpful in ensuring you are able to have an early impact on the business. Knowledge of and an interest in the Green/Carbon reduction agenda is important as is a willingness to support the work of the laboratory when necessary.

You will be self-motivated, personally driven and enthusiastic about the facility and its product and services. You will possess excellent presentation, communication and negotiation skills and be able to work alone and manage own work load – it is envisaged the role holder will be out of the office selling/promoting for approximately 60% of the working week.

You will manage a small team including a Laboratory Manager and a Technician and will be provided with part time admin support. You may be required to travel extensively and therefore will require the use of a car. Whilst it is envisaged that the role is full time we will consider applications from candidates wishing to work at least 30 hours per week. The package includes a non- contributory pension scheme, Performance Related Pay, good holiday benefits and free parking.

Please apply by email attaching a letter explaining why you are suitable for the role and a CV to [anneb@bsp-a.com](mailto:anneb@bsp-a.com) by 29/02/2012.

BSPA is an equal opportunities employer. No agencies please.