



# STRATEGIC PARTNERSHIPS 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 and industry innovators, our goal is to successfully tackle grand challenges for livestock production: climate smart food systems; endemic disease reduction; antimicrobial resistance; food safety, quality, and integrity; health and welfare management; and resource efficiency and precision nutrition.

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 a new role of **Strategic Partnerships Manager**. Working as part of the Leadership Team you will take ownership of our key government and stakeholder relationships, helping to leverage and strengthen existing partnerships and develop and deliver our strategic aims.

You will have exemplary leadership skills, a strong existing network in agri-tech and agrifood, and an instinctively collaborative approach to creating opportunity and working in partnership.

You will understand the current livestock food landscape, the challenges the sector faces and the key stakeholders who need to work together to meet these challenges. You will have innovative ideas about how the sector can become more cohesive and effective, and you will relish the opportunity to be instrumental in implementing these.

If you would like the opportunity to discuss the role, please contact [siobhan@clarkehrconsulting.co.uk](mailto:siobhan@clarkehrconsulting.co.uk) The closing date for applications is 1 June 2022.



## STRATEGIC PARTNERSHIPS MANAGER



<b>Job Status:</b>	Full Time Permanent
<b>Salary:</b>	£60,000-£65,000 dependent on skills and experience
<b>Location:</b>	Office Based with Hybrid working.

### About the Role:

As CIEL's Strategic Partnerships Manager you will be part of the Leadership Team helping us to identify and respond to collaborative working opportunities, identifying future investment opportunities, developing strategy and strengthening our links to key stakeholders and partners.

### Main Duties

- Manage key strategic partnerships.
- Work with the CEO to develop partnership strategy.
- Promote collaborative ways of working, both internally and externally.
- Establish a structured system that helps CIEL to choose and manage partners effectively.
- Identifying and incubating new business models and ways of working with different partners including academic, industry and regulatory bodies.
- Manage the relationship with our sister Agri-Tech Centres, driving a Joint Centres approach.
- Manage and strengthen relationships with, among others:
  - Government Departments
  - UK Agri-Tech Centres and Catapults
  - Farming Unions and Trade Associations
  - Environmental Organisations
  - Regional Groups, including LEPs
  - Relevant Charities / NGOs.
- As part of the Leadership Team take on responsibility for elements of government reporting and engagement, supporting the CEO as an ambassador and representative for CIEL.
- Working with the Leadership Team, identify potential new facilities that would support future research needs for the livestock sector.
- Develop and oversee the communications strategy, liaising with CIEL's external PR partner and optimising communications activity across the Joint Centres.
- Manage the Communications and Marketing team.

### SKILLS, EXPERIENCE AND BEHAVIOURS

#### Essential Criteria

- A proven track record and demonstrable depth of experience gained within livestock, agri-tech or related sectors, in either a strategic or commercially focused role.

- Well-versed in creating effective strategic partnerships with complex organisations or organisations of scale.
- Experience of managing enduring strategic partnerships.
- Experience in identifying and driving new business initiatives.
- A track record in developing, defining and implementing business strategy.
- Strong commercial negotiation skills.
- Success in working collaboratively to build, motivate and lead high-performance, cross-functional teams to achieve goals.
- Excellent track record in delivering high quality, inclusive, day to day people management activities.
- An established network in the sector with good quality, active relationships.
- Qualified to degree level in a relevant business or agri-science subject.

### Desirable Criteria

- Prior experience of working in agriculture, agrifood or agri-tech.
- Experience of working with Government departments and regulatory bodies.

### Skills

- Excellent customer relationship and interpersonal skills.
- Experience of managing budgets.
- An understanding of business modelling.
- Problem solving.
- An exceptional communicator with strong relationship building skills.
- Highly motivated, result driven.
- Excellent literacy skills, including attention to detail in written work.
- Ability to work under pressure and difficult 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.
- Willing to travel to meet with key partners and stakeholders

### CIEL Values

Work Together | Do what we say we will | Challenge | Grow everyday |

Do the right thing | Make a difference