

CPC482 - Global Trade Expert

Location	London or Milton Keynes
Reporting to	Director of Global Business Growth
Working hours	Full time
Contract type/duration	Permanent
Equal Opportunities	We are an equal opportunities employer and commitment to this process will be expected.
Date written	October 2021
Closing date	17 th October 2021

Purpose of the role

Reporting into the Director of Global Business, this role is focused on creating regional flagship programmes for CPC based on a high probability of increasing UK PLC opportunities, i.e., trade, in new and emerging global innovation markets.

This role has a strong emphasis on how we align projects to the strategic priorities and focus of Her Majesty's Government in target regions, whilst ensuring that our work adds value to remove barriers and open new markets. CPC aims to be ahead of the market with where the next urban innovation opportunities for UK PLC may be and to shape flagship programmes for those areas that facilitate future trade.

The role sits alongside three other senior team members:

- Head of Global Business - responsible for landing commercial and CR&D project work
- Head of Global Partnerships – responsible for establishing the types of global partnerships with global organisations
- Global Investment Expert – looking at the global projects and relationships that will lend to inward investment into the UK's innovation districts and hubs of innovation

The Global Trade Expert works alongside the rest of the senior team to complete the CPC Global Team value proposition of regional plans and flagship programmes for increased UK exports, that enable us to win and deliver global projects aligned to HMG priorities, with credibility from our global partners and with an eye toward inward investment back into the UK. The whole senior team needs to work in concert to achieve the overall goals.

Key Responsibilities:

- Sets the strategic direction of travel for shaping our regional plans and flagship programmes (with an early emphasis on East and Southern Africa, and SE Asia) to achieve the objectives set out in the global strategy
- Supports the Director of Global Business in the evolution of CPCs international strategy
- Shaping our flagship programmes that both align to HMG priorities and remove barriers to opening new markets with a focus on alignment of the teams work and flagship projects to the UK Innovation Strategy and Integrated Review as well as the newly reshaped Foreign Commonwealth and Development Office

- Solidifying our relationships with HMG across emerging innovation markets, and shaping our flagship programmes to align with HMG priorities and remove barriers to opening new markets, focusing on aligned projects to the UK Innovation Strategy and Integrated Review as well as the newly reshaped Foreign Commonwealth and Development Office
- Prioritise our work across regional and flagship programmes to maximise the impact of the global programme, driving revenue growth
- Works with the director to integrate the work of the programme into the strategic objectives and KPIs of the CPC
- Design and delivers regional shaping of work with international clients and key stakeholders (HMG, cities, businesses, organisations)
- Develop key strategic relationships and partnerships that facilitate large scale flagship programmes in target regions and deliver revenue generation
- Using your network of existing senior level relationships (around the world across multiple stakeholder groups) to drive strategically aligned programmes and projects
- Manages the day-to-day strategic relationships, internally and externally to achieve programme success
- Whilst this role is currently stand-alone there may be scope in the future for this role to develop and manage a team
- Accountable for establishing flagship regional programmes and related income targets (exact income targets TBC with successful applicant)
- Accountable for KPIs within the international programme to be identified
- Grow a strong and talented team of global leads and managers to achieve the programme's success
- You may be required to undertake any other reasonable duties to support the Catapult in achieving its strategic outcomes and ensure effective business operations

Skills and Experience:

- Significant demonstrable experience and understanding of global trade priorities and processes
- Strategic experience of working with and developing key stakeholders in those markets – i.e., UK DIT people and priorities; Her Majesty's Trade Commissioners, UK industry involved in various target markets
- Understanding of the routes to key markets and the UK supply chains that operate in them – particularly, and initially, with a strong focus in East Africa, Southern Africa, whilst also lending expertise to our other current targets in India, Latin America and the Middle East
- Familiar with the UK's Innovation Strategy and Integrated Review
- Existing relationships with strategic senior level business representatives in the areas identified above
- Proven ability of existing relationships at a working level with senior member HMG representatives, Ambassadors, Trade Commissioners and regional country Directors and a strategic understanding of their role and alignment of CPC priorities to be leveraged for flagship programme development
- Credibility across other UK Government departments at senior decision-making level DCMS, BEIS, FCDO
- A proven track record of strategic leadership at senior management level
- Strong experience in taking, promoting and deploying UK PLC abroad in emerging innovation markets

- A proven track record of designing, and winning large scale regional programmes of £5M+
- Strong experience in working for or closely with HMG business focused departments – DIT, BEIS, DCMS, etc.
- Strong experience and understanding of global trends and processes in relation to global trade, particularly of the pathways and processes used by the UK Government in setting its strategy

To apply for this role please email us on jobs@cp.catapult.org.uk with your CV and covering letter attached quoting the ref: **CPC482**