

CPC521 - Ecosystem Director – Integrated Infrastructure

Location	Accessible to London or Milton Keynes
Reporting to	Executive Director, Ecosystem Innovation
Working Hours	Full time
Contract type/duration	Permanent
Date written	December 2021
Closing date	23 rd January 2022

About Connected Places Catapult

Connected Places Catapult (CPC) is the UK's innovation accelerator for cities, transport, and places. We provide impartial 'innovation as a service' for public bodies, businesses, and infrastructure providers to catalyse step-change improvements in the way people live, work and travel. We connect businesses and public sector leaders to cutting-edge research to spark innovation and grow new markets. We run technology demonstrators and SME accelerators to scale new solutions that drive growth, spread prosperity, and eliminate carbon.

We are human centred and solution-led. We advocate for standards which enable interoperability, replicability and scale. We work in partnership with others across the UK and beyond to provide access to R&D assets and deliver impact. We support local economies and organisations by being present within them to embed and transfer innovation capabilities. We are globally connected in order to stimulate demand for UK innovations overseas and create opportunities for companies to expand globally.

What do Ecosystem Directors do?

Ecosystem Directors develop CPC's strategy for clearly defined vertical ecosystems. They work in a team with others who bring horizontal expertise across user-led design thinking; connected intelligence; climate action; convening and designing; testing and demonstrating; and creating scale and impact for SMEs.

Ecosystem Directors map public, private, academic and regulatory actors, develop a roadmap of activities, and then, working with Solution Architects and relevant members of the Sales Engagement and Delivery teams, form practical working B2B relationships that foster innovation in their respective ecosystem. These relationships develop into individual Collaborative Research and Development projects, commercial work, and over time pave the way to long term mutually beneficial commercial partnerships. All of this supports the Catapult's purpose and mission of connecting people, places and businesses to a future of sustainable growth and prosperity; connecting the market, sparking innovation, and accelerating commercial results for a wide range of places and their supply chains.

To succeed in their role, Ecosystem Directors need to understand key industry trends and stakeholders across their respective ecosystem. They also know how (or quickly learn how) to bring practical projects alive at CPC. They bring this perspective to a team of experienced multidisciplinary colleagues as part of the Multipliers Team, identifying and leveraging synergies across ecosystems and disciplines. They have a background of multi-stakeholder collaborative project leadership.

Ecosystem Directors report to the Executive Director of Ecosystem Innovation, and work collaboratively with:

- The Corporate Management Team to gain support for the direction of travel and momentum
- CPC Board members and Associates with knowledge of the same ecosystem
- Sales Engagement colleagues to deepen relations with members of their ecosystem in the UK and abroad
- Marketing colleagues to develop practical thought leadership and influencer programmes including: marketing campaigns; sales collateral; inhouse and third party events; speaking engagements and case studies
- Delivery Directorates to scope achievable projects, programmes and partnerships
- The Academic and SME engagement team, who work with 100+ academics and thousands of innovative start-up companies

The Ecosystem Director – Integrated Infrastructure is a vertical ecosystem role. This Director has in-depth knowledge and experience of state-of-the-art technologies and developments in infrastructure-type systems, with considerable expertise in a related sector and knowledge of key stakeholders.

The Director will provide strategic focus to our integrated infrastructure activities. These activities are designed to reduce infrastructure barriers associated with the development of successful connected places. This could include infrastructure related to telecommunications, intelligent roads, data, energy networks and water networks. This Director will accelerate innovation into the infrastructure space and ensure UK based companies are better able to commercialize their infrastructure products and services.

The successful candidate will build partnerships and collaborations with infrastructure owners, infrastructure operators, solution providers, government and industry bodies, and others across the infrastructure ecosystem, to support a systems-thinking approach to the way we shape and grow future CPC infrastructure activities. A successful program of work will enhance CPC's reputation in infrastructure innovation, and act to accelerate innovation across the wider ecosystem.

Ecosystem Director – Integrated infrastructure will understand the state of art around planning, deploying, maintaining and extending infrastructure systems with an awareness of the opportunities created by the application of new technology and approaches (examples including, but not limited to, novel mapping techniques, infrastructure monitoring, digital decision making, whole systems thinking methodologies, and resilience assessment).

Key Responsibilities

- Lead Connected Places Catapult engagement with the ecosystem in a manner that results in high impact programmes for the sector and/or revenue growth for CPC
- Grow CPC's organisational knowledge and networks of relevant innovators, industry associations, relevant public organisations, industry and standards bodies, and including a wide range of smaller companies

- Develop, own and drive a sustainable and scalable strategy that can be used to support the creation and growth of innovation ecosystems that maximise appropriate impact in the sector and connected stakeholders
- Use your expertise and insight to build compelling technical content for publicly funded collaborative research and development (including IUK & Horizon Europe) and commercial bids and proposals, working collaboratively across the Multipliers Team and with bid managers, sales engagement and delivery colleagues
- Establish and execute programmes of work and investment in support of the Catapult's strategic aims, championing the sector and also supporting our focus in synergistic innovation ecosystems across our remit (e.g., Logistics, Airports, Rail stations, Homes etc)
- Working with Catapult sales engagement teams, this director role will establish a strategic approach to engagement initiatives in the sector, providing support in pitching Catapult propositions to partners, funders and customers of our Innovation as a Service approach
- Maintain an up-to-date view on state-of-the-art innovations and of the companies and university groups pushing these forwards, working with our SME and academic teams to map these innovators and bring them into our collaborative work
- Identify market failures, barriers to innovation and create imaginative collaborative solutions which address these
- Ensure the successful transition from project award, into delivery, playing a strategic role across projects as they deliver to ensure they meet original aims and objectives, and helping to ensure that they push forwards truly innovative solutions that support UK markets and have the impact intended
- Work internally and externally to communicate a vision of how the sector can support innovation in line with our strategy – building productive relationships with relevant external ecosystems
- Work within the Multipliers Team to develop and own strategies to create short and long-term revenue streams; growing our collaborative research and development efforts
- Representing CPC as a senior leader at conferences, seminars and workshops and representation on steering groups / external bodies as appropriate to support visibility and thought leadership
- This role may require some travel and to undertake any other reasonable duties to support the Catapult in achieving its strategic outcomes and ensure effective business operations.

Required skills and experience

- A relevant Masters-level qualification and/or industry experience
- Big picture thinking and a strategic mindset
- Proven ability of advancing innovative technology through different technology readiness levels
- Experience in building business cases and business models
- Experience contributing technical content to winning proposals, pitches or product sales – for example in a technical product management, technical sales, or senior technologist role
- Enjoy forming relationships, creating consortia around a common purpose and collaborating across disciplines
- Ability to prioritise opportunities and delegate efficiently

- Strong communicator with the ability to adapt style and message for a variety of different audiences

To apply for this role please email us on jobs@cp.catapult.org.uk with your CV and covering letter attached quoting the ref: CPC521

Employment here is based solely upon individual merit and qualifications directly related to professional competence. We strictly prohibit unlawful discrimination or harassment on the basis of race, colour, religion, national origin, ancestry, pregnancy status, sex, gender identity or expression, age, marital status, mental or physical disability, medical condition, sexual orientation, or any other characteristics protected by law. We also make all reasonable accommodations to meet our obligations under laws protecting the rights of the disabled.

If we receive a high volume of relevant applications, we may close the advert earlier than the advertised date, so please apply as soon as you can.