



## Person Specification

This form lists the essential and desirable requirements needed in order to do the job.

Applicants will be shortlisted **solely** on the extent to which they meet these requirements.

**Job title:** Partnership Development Manager

**Department/Division:** LSE Philanthropy and Global Engagement (PAGE)

**Accountable to:** Executive Director of Corporate Engagement

Competency	Criteria	E/D
<b>Education</b>	Educated to honours degree or equivalent	E
<b>Experience</b>	Strong experience of working with a range of academic and non-academic organisations on a variety of collaborative activities	E
	Experience of operating within the impact and knowledge exchange HE environment	E
	Good track record of instigating, supporting and developing successful mutually beneficial proposals ranging in value and impact with non-academic partners	E
	Experience of building meaningful external relationships with potential partners to engage them with the organisation and aid collaboration on mutual interests	E
	Experience of working with leaders across all levels of an organisation and dealing successfully with senior researchers and decision-makers	E
	Extensive experience of representing an organisation in a confident and professional manner to external contacts across different sectors	E
	Experience of working in a complex organisation and ability to work within its internal regulatory framework (financial, legal and ethical etc.).	E
<b>Knowledge and Understanding</b>	Strong understanding of the impact, knowledge exchange and business-academic funding landscape	E
	Extensive knowledge of the different modes and nature of collaboration between universities and partners (business, not-for-profit, public sector and academic)	E
	A good understanding of the role universities can play in addressing partner interests and vice versa	E
	Ability to apply confidentiality and sensitivity to scenarios as appropriate	E



	Extensive experience of identifying, supporting and developing impact opportunities arising from research coupled with a history of spotting partner opportunities that are not immediately obvious	D
<b>Skills and abilities</b>	Ability to generate, develop and effectively maintain a network of contacts and partners	E
	Ability to act, and be seen as a champion for innovation and impact partnerships at LSE	D
	Excellent interpersonal, relationship management and networking skills, including demonstrated ability to build consensus and effective relationships with a range of stakeholders	E
	Excellent written and oral communication skills, in both formal and informal settings	E
	Conscientious and hard-working, demonstrable attention to detail and able to work autonomously	E
	Adept at problem solving and the ability to work under pressure to meet deadlines, using a pro-active approach	E
	Evidence of skills of persuasion and diplomacy	E
	Ability to manage multiple projects, prioritise workloads, work to deadline, and use own initiative	E
	Proven capability in working flexibly, both independently and as part of a team	E

**E – Essential: requirements without which the job could not be done.**

**D – Desirable: requirements that would enable the candidate to perform the job well.**