

## Job Description.

MIRA Technology Park (MTP) is Europe's leading mobility R&D location for developing the latest automotive technology. It is a national centre of excellence and located in the middle of the UK automotive sector, providing access to over 40 major test facilities and the UK's most comprehensive proving ground. MTP is home to over 35 global OEMs, Tier 1 and specialist automotive technology companies. The purpose-designed campus creates a unique collaborative ecosystem, bringing together world-class facilities and skilled engineers, to provide a location for innovation and technological development.

MTP is a HORIBA MIRA company, (hereafter known as MIRA), a global provider of pioneering engineering, research and test services to the automotive, defence, aerospace and rail sectors. We work in close collaboration with vehicle manufacturers and suppliers around the world, providing comprehensive support ranging from individual product tests to turnkey engineering design, development and build programmes.

With over 70 years' experience in developing some of the world's most iconic vehicles, our engineers utilise the latest test facilities and simulation tools to make vehicles and journeys safer, cleaner, more efficient and rewarding. Our suite of 37 major test facilities, 100km of specialised proving ground and wealth of engineering experience, combined with our expanding international presence, means we are confident that we can achieve our vision – that by 2020 every journey in the world will be positively influenced by us.

Progress towards achieving our vision has been significantly accelerated through the creation of MTP, Europe's largest transport technology R&D cluster. By applying our advanced engineering, test and validation capabilities to our customers' challenging programmes, we are already shaping journeys of the future.

<b>Title of Job:</b>	Business Development Manager - MTP		
<b>Department:</b>	MIRA Tech Park		
<b>Grade:</b>	5K		
<b>Date Required:</b>	ASAP		
<b>Salary Range:</b>	Competitive		
<b>Number Required:</b>	1		
<b>Location:</b>	MIRA Technology Park – Nuneaton		
<b>Contract Type:</b>	<b>Permanent:</b>	Permanent	<b>Contractor:</b>
<b>Responsible To:</b>	Head of Commercial and Partnerships - MTP		
<b>Subordinates:</b>	No		

Main Purpose of Job
<p>The role will support the Head of Commercial in delivering and evolving MTP as a world-leading automotive innovation cluster and technology campus. The main purpose of the job is to drive business development, generate leads, support the development of the campus and community.</p> <p>This will also include engaging with internal and external stakeholders to create and execute new initiatives, both commercially and strategically.</p>

The successful candidate will form a key part of the MTP team supporting in the growth and evolution of the Tech Park, working closely with the Estates, development, marketing and technical teams

### Key Functions

- Drive business development by identifying and pursuing new business opportunities and partnerships . Working closely with our technical teams, market intelligence lead and industry research to target relevant companies both in the UK and Internationally
- Generate leads and build relationships with potential clients and partners
- Driving commercial growth, including creating proposal documents and lease renewal offers
- Support the development of the campus and community by identifying and implementing campaigns that will enhance the overall experience for tenants and visitors
- Engage with internal and external stakeholders to create and execute new initiatives
- Work closely with the Head of Commercial to develop and implement marketing and communications strategies
- Prepare and deliver presentations to potential clients and partners
- Attend industry events and conferences to network and promote MIRA Technology Park

### Essential Qualifications

- Driving licence

### Preferred Qualifications

### Essential Experience

- Bachelor's degree in Business Administration, Marketing, or a related field
- Excellent computer skills, in particular MS Office (Word, Excel, Powerpoint )
- Great organisational, communication and resolution skills
- Excellent people skills
- Self-motivated and a creative thinker
- Experience of delivering business change projects

### Preferred Experience

- Experience of working in a Tech, Science or Technology Park environment.
- Working with government stakeholder and entities

### What is the candidate likely to be doing now?

- A similar role, or one which requires similar skills, values & behaviours.

### Other information

- Must be eligible to work in the UK