



MARITIME UK SOUTH WEST

Maritime UK South West Innovation Manager

Package: £43,421 PA, pension, 30 days annual leave plus bank holidays

Fixed term contract: September 2024 to June 2026

(the fixed term of the role for this period is based on secured funding specifically for it, but our aim would be to extend it beyond June 2026 if the right funding can be secured to allow this)

Work Style Definition: Home based, regional (SW) with potential for national travel, home office base.

For more information on the role contact Sheldon Ryan, MUKSW Chief Executive on sheldon.ryan@maritimeuksw.org

Dates:

Deadline for applications: Friday 16th August

Interviews: 27th – 30th August

About MUKSW

<https://maritimeuksw.org/>

Maritime UK South West is a public, business, research partnership which brings together the breadth of the ocean economy, working in partnership to champion, grow and clean the sector.

The cluster aims to champion and promote the SW Ocean Economy, internally, nationally and abroad, drive clean growth and build centres of excellence to maintain regional competitive advantage.

We strive to Champion and Promote:

- Creating evidence based strategy, profile and lobbying
- Regional excellence

We aim to Drive Clean Growth by:

- Increasing collaboration, investment in R&D and clean growth
- Increasing investment in skills and promoting careers in the marine and maritime sector

We aim to Build Centres of Excellence by:

- Building supply chain capability in offshore renewables and bring forward investment in floating offshore wind in the South West
- Creating a world leading centre for marine autonomy and geospatial data innovation
- Driving investment in our sustainable ocean economy

MUKSW is a Company Limited by Guarantee resourced by public, research and business strategic partners who also guide the strategic direction of the organisation to deliver its mission via the MUKSW Board.

Every year a delivery plan is published which incorporates the requirements of the steering group and the wide range of requirements from the various partners.

The current delivery plan can be accessed here: <https://maritimeuksw.org/wp-content/uploads/2024/03/MUKSW-Strategic-Plan-2024-25.pdf>

Job Description: MUKSW Innovation Manager

The role of the MUKSW Innovation Manager is to successfully deliver the “GSW Marine & Maritime Launchpad Cluster Innovation Program” between September 2024 and June 2026”. The project ambition is to create a sustainable cluster model such that at project end the MUKSW Innovation post should have created sufficient revenues to be self-financing and sustainable. This will be partially the responsibility of the post holder to create sufficient value to drive new cluster members and drive revenues through on profile contract and or bid delivery to sustain the post.

The GSW Marine & Maritime Launchpad Cluster Innovation Program (CIP) will be delivered by Maritime UK SW (MUKSW), a globally significant maritime innovation cluster established in 2015, covering Cornwall, Devon, Dorset and Somerset comprising a partnership between business, place, and research.

Funding from Innovate UK of £150,000 will act as a multiplier for existing Maritime UK SW innovation delivery in the Great South West by enabling a full time Cluster Innovation Manager to be employed to develop a broad program of innovation, investment, support and promotion, supported by the existing MUKSW Chief Executive and the network of MUKSW innovation partners - drawing in world class expertise.

The Cluster will be developed alongside existing added value MUKSW activity including: skills, careers, clean maritime, economic analysis and lobbying and will be delivered in accordance with the “Hubs of Innovation: A playbook for Place Leaders model” proposed by IUK.

MUKSW will deliver project objectives by building on existing strengths, developing networked regional hubs as foci for project activity working with partners to extend existing geographic and thematic strengths, hosting and signposting on-profile innovation, investment and support offerings, also building on existing promotional and investment assets thus further embedding the inclusive innovation mission/culture MUKSW has developed across the GSW region.

Role outputs

- Conducting an audit of industry need and enhancing existing sector knowledge

- Developing web and print collateral utilising MUKSW existing national and international profile to champion and promote the culture and reputation of cluster innovation.
- Running a programme of at least 12 innovation sandpits
- Hosting 12 online drop-in problem-solving/innovation transfer sessions
- Organising an “Ocean Tech Expo”,
- Establishing a mentor network
- Offering 1:1 business support
- Convening national, MUKSW and GSW partnerships to focus on strategic investment in: decarbonisation, AI and autonomy, digitisation of ports and shipping and enabling floating offshore wind supply chain
- The CIP business plan is designed to offer value for business alongside the sustainable, partner owned and led business model of MUKSW such that at project close levels of support will be maintained, creating a highly valued innovation cluster

Project outcome measures:

Ensuring that 15 mentors are in place

Supporting at least 10 consortia and bids

Generating £5M in public Innovation bids

Generating £5M Innovation investment through private contributors

Ensure that GSW maritime level and intensity of innovation, investment and promotion activity and engagement are increased across the region, with established hubs in North Devon, South Devon, Cornwall and Dorset

Attracting national and international actors into the cluster including via the MUKSW investor network

Demonstrating increased sovereign capability leading to import substitution

By project end, being able to demonstrate that £70,000 additional revenue has been generated by MUKSW to maintain level of cluster support post project.

Person Specification

Required experience and knowledge

Deep knowledge of the UK and South West innovation, finance, and skills support ecosystem in order to signpost and advise businesses appropriately. It is critical that the successful candidate holds current knowledge and contacts to be able to ensure delivery of the aims and outcomes set out above.

Deep knowledge and contacts within the South West maritime business and periphery sectors with a focus on R&D active businesses across the South West and beyond. The successful candidate should be able to demonstrate similar knowledge and ideally contacts within the research community and public sector.

Demonstrable experience of achieving outcomes from business engagement leading to innovation, business growth, investment and collaboration.

Deep knowledge of grant funding. Knowledge of the bid process via Innovate UK and other funders of Innovation in order to pragmatically advise business.

Evidence of successful previous public sector sourcing and writing successful funding applications for innovation, either individually or as part of a team.

Evidence of successful bid management, working with Innovate UK or similar organisations funding innovation including European funding and Research Councils or similar. This to include demonstrable experience of the process of managing publicly funded projects over the value of £4 million.

Sound knowledge of modern IT systems and ability to adapt to and implement IT systems which create efficiencies.

Experience of setting up and growing networks of business, working with businesses face to face and on a one basis.

Project, public procurement and contract management experience. Ideally with projects of over £3M.

Demonstrable experience of marketing to business: knowledge and ability to manage a website, newsletter and manage the production of print and web collateral via contract and build social media presence.

Experience of arranging successful business events within the parameters of a set budget.

Innovative, commercially focussed thinker: ability to self-start, gain support and self-finance projects across numerous partners. Ability to adapt to a range of tasks in a small and ambitious organisation.

Willing and able to travel in the South West with some UK travel and occasional, infrequent international travel.

Desirable experience and knowledge

Knowledge of UK government policy regarding maritime regulation and growth. Experience of working within a public sector environment, including working alongside public officials and political representatives.

Ability to communicate effectively across various levels in organisations of varying sizes.

Knowledge of subsidy control and legislative control around the management of public finances and projects.

Experience of working with other national and international marine sector groups and governing bodies.