

Job Description

Job Title:	Manager, Industry Partnerships
Department:	Office of Research
Reports To:	Executive Director, Southern Ontario Water Consortium
Jobs Reporting:	None
Salary Grade:	USG 12
Effective Date:	May 2019

Primary Purpose

The Manager, Industry Partnerships leads the Southern Ontario Water Consortium's management of key industry stakeholder activities related to project development, use of demonstration facilities and introduction to our funding program. The Southern Ontario Water Consortium (SOWC) is a dynamic initiative for research, testing and demonstration of innovative water and wastewater technologies and services with multiple post-secondary, government, non-government and private sector partners. The Manager, Industry Partnerships will be the lead on behalf of SOWC to maintain and expand relationships with industry partners, and provide active liaison and outreach to attract new industry clients.

Key Accountabilities

Business Development

- Develop and implement an ongoing strategy for the identification, prospecting and stewardship of water technology companies that will lead to collaboration with SOWC and its member institutions.
- Provide active liaison and ongoing outreach with all industry clients.
- Engage with industry technical staff to understand technology development needs of companies.
- Drive use of SOWC facilities and project activity across SOWC member institutions.
- Develop new opportunities for access to non-SOWC facilities for piloting and demonstration, including municipal infrastructure, industry facilities, and partnerships with Ontario Clean Water Agency.
- Identify areas of synergy and mutual benefit and opportunities for collaboration among industry and academic research partners, and actively facilitate the development of new partnerships.
- Monitors trends in technology, research, environmental policy related to development and adoption of innovative water technologies and approaches.

Project Development

- Work directly with companies to support the development of eligible projects, including supporting any funding program administered by SOWC.
- Work closely with the Manager, Programs and Partnerships to understand and promote the research expertise across member institutions, and identify and support the development of specific opportunities for collaborative projects with client companies and academic researchers (including external funding opportunities).

Partnership Development

- Work closely with the Executive Director to build awareness of the Consortium in the water sector in order to spark use and interest, support partner involvement and build user engagement.
- Develop and implement an ongoing strategy for the engagement of municipal, industrial and other end-user partners for the advancement of technology commercialization, demonstration, and adoption, including the articulation of technology needs and challenges.

Job Description

- Working closely with the Executive Director, lead and manage industry expert working groups and advisory committees.
- Coordinate and deliver presentations to partners, corporations, government and industry.
- Work closely with partner organizations to support companies, and provide effective referral to other partner organizations as appropriate.

**All employees of the University are expected to follow University and departmental health and safety policy, procedures and work practices at all times. Employees are also responsible for the completion of all health and safety training, as assigned. Employees with staff supervision and/or management responsibilities will ensure that assigned staff abide by the above, and actively identify, assess and correct health and safety hazards, as required.*

Required Qualifications

<p>Education</p> <ul style="list-style-type: none"> • Advanced Degree or Designation (M.Eng or P.Eng.)
<p>Experience</p> <ul style="list-style-type: none"> • 5 years of work experience in a relevant field required. • Water technology development experience required. Business development and sales experience desirable.
<p>Knowledge/Skills/Abilities</p> <ul style="list-style-type: none"> • Knowledge of external water sector, technology development, and regulatory environment required. • Strong project- and time-management, attention to detail and problem solving skills required. • Excellent communications skills and interpersonal skills are required; experience with customer relations an asset. • Team player who thrives in an environment of exchanging information and ideas, and who will support other members of the team to meet collective goals • Ability to understand and promote the aspirations of university faculty members in respect of research but to balance the often conflicting requirements of industry partners, university researchers and institutional priorities and policies. • Ability and confidence to communicate effectively with all industrial partners, including executive leaders, technical and sales/business development staff • Ability to work with confidential information

Nature and Scope

- **Contacts:** Must have excellent communications skills and exercise professionalism when interacting with internal and external stakeholders.
- **Level of Responsibility:** Responsible for industry partnership development working closely with the Executive Director and Manager, Research Partnerships
- **Decision-Making Authority:** Independently manages all interactions with industry with regular oversight by Executive Director.
- **Physical and Sensory Demands:** Requires physical effort which may result in moderate fatigue, strain or injury, as a substantial amount of time is spent sitting at a keyboard doing repetitive keyboard/mouse movement. Sensory demands are high as concentration and attentiveness to detail are imperative.
- **Working Environment:** Office-based with frequent travel in southern Ontario and occasional international travel.