

About BIC

Established in 2004, BIC is a dynamic outcome driven consultancy business specialising in innovation and growth services to industry. We have offices in throughout Wales and work with clients across the UK and internationally.

Our areas of focus are in research and development, innovation, manufacturing processes, internationalisation, export, finance and business planning; we use our deep functional expertise and sector knowledge, coupled with our strong relationships with the public sector and industry to grow sustainable businesses. We work across multiple industries including the food and drink, manufacturing, healthcare and life science sectors.

On behalf of Welsh government, BIC is co-ordinating the delivery of the NutriWales Food Cluster and collaborates with Aberystwyth University to deliver the Future Foods Programme.

NUTRIWALES: FUTURE FOODS

The *Future Foods* Programme has been specifically designed to the challenge of delivering world class expertise in food science, technology, nutrition, research and development to ambitious Welsh-based food businesses seeking to develop healthy, market-creating products targeted at UK and international markets. There is increasing recognition amongst Welsh food businesses, albeit from a low base, of the vital importance of engaging strategically in R&D to drive their future growth and competitiveness. The *Future Foods* programme will, therefore, provide a key pathway to stimulate engagement in R&D and deliver practical and focused academic, technical and commercial support for company-led R&D projects right through to market launch, and stimulate commercial investment in food R&D.

Projects that are likely to be developed will be in the following areas: advances in agriculture, food and drink, nutrition, sustainability as well as a wide range of general commercial and strategic due diligence assignments.

Funded via the ERDF (European Regional Development Fund) with match funding from Welsh Government, the programme will run for 3 years and benefit companies operating in West Wales and the Valleys.

The Markets and Technologies Researcher role is full time (37.5 hrs/week) fixed term appointment and based at BIC Innovation's offices at either SONY Technology Centre in Bridgend, Innovation Campus, Aberystwyth or the Menai Science Park, Anglesey.

MARKETS AND TECHNOLOGIES RESEARCHER ROLE

Reporting to the Cluster Facilitation Manager and working as part of the project team, the Markets and Technologies Researcher will play a key role in the delivery of high quality and timely commercial and technical information to help support a portfolio of R&D based project areas. We are looking for a highly self-motivated, organised individual with excellent written and verbal skills and a proven track record as an effective team player.

The individual being sought is likely to have previous experience of creating and presenting high quality market and technical reports from quick snapshot reviews through to in-depth sector analysis with experience of working with multiple internal and external stakeholders.

MAIN DUTIES AND RESPONSIBILITIES

We are looking to recruit a Markets and Technologies Researcher to become a key member of the team. This person will be responsible for the design, delivery and presentation of market and technical insight



information to underpin the delivery of a range of exciting Food R&D focused projects. This will be predominately an office based role with some client facing activity and an element of travel.

- Accountable to the Cluster Facilitation Manager for achieving operational day-to-day activities associated with the delivery of the project objectives and deliverables
- Developing relevant recommendations and strategies for clients based on insight in the form of briefing papers, market research reports, technology horizon scanning reports, executive summaries and presentations
- Support the formulation of recommendations and prioritise possible next step actions with clients
- Shape and deliver specific packages of work considering the time and resources required to complete the work
- Manage multiple Food and Drink research projects of various sizes
- Contribute to client workshops in the form of presenting insights
- Contribute to writing proposals
- Business development and client support tasks can include activities such as attending trade show attendance, client presentation engagements, developing and supporting the presentation of commercial proposals
- Complete high quality research projects on time and under budget
- To undertake health and safety duties and responsibilities appropriate to the post.
- To be committed to the Company's Policies and Procedures
- Any other duties reasonably requested

Qualifications, Knowledge and Experience

- Bachelors / Master's Degree or MBA in related discipline

PERSON SPECIFICATION

Essential Criteria	Desirable Criteria
<p><i>Qualifications</i></p> <ul style="list-style-type: none"> • Educated to degree level. Master's or Post graduate level in a relevant subject area, equivalent experience preferably related to role. 	<ul style="list-style-type: none"> • Formal Qualification - MBA, Food & Drink, Engineering, Science or Social Science background)
<p><i>Knowledge/experience</i></p> <ul style="list-style-type: none"> • Experience of delivering commercial and technical research reports and information ideally for the Food and Drink sector. • Worked on collaborative R&D projects. • A demonstrable level of commercial and technical acumen. 	<ul style="list-style-type: none"> • Experience of producing high quality business insight reports combining commercial and technical considerations



<ul style="list-style-type: none"> • Experience of dealing with a variety of activities and stakeholders. • Interest in broad range of food and drink related new technologies and global trends • Strong ability to acquire, analyse and present information • Experience in conducting research (primary and secondary), market analysis and synthesis of qualitative and quantitative data – preferably in the Food and Drink sector. • An understanding of commercial and technical drivers • An understanding of innovation and commercial R&D • Business plan creation experience will be an advantage 	
<p><i>Skills/attributes</i></p> <ul style="list-style-type: none"> • Excellent verbal and written communication skills • Excellent internet and information sourcing skills • Demonstrating personal qualities that include being self-starter, fast-learner, pragmatic with a flexible approach. • The ability to work autonomously and also effectively in a team. • Ability to work with team members based remotely and ability to interact with senior level executives • Strong client relationship management skills • Experience of working on collaborative projects • Well organised, able to plan and execute projects and work to deadlines • Excellent interpersonal and written communication skills with the ability to work efficiently and professionally with a range of internal and external stakeholders • Excellent IT skills including computer literacy in MS Office, Word, Excel and PowerPoint. • Willingness to be flexible and responsive to the needs of the Project Team as well as the wider organisation 	<ul style="list-style-type: none"> • Prepared to work flexible hours when necessary • Good communications skills • Good time management and prioritisation skills • Awareness of natural resources in Wales • Experience of working on projects with a strong focus on sustainability