

Business development manager

As a business development manager, you will be responsible for identifying and encouraging engagement between businesses or between businesses and research projects/facilities. You will build new relationships regularly, maintain contacts, create networks and always be on the look out for opportunities for new partnerships.



What does the role involve?

- Identifying collaboration opportunities
- Developing networks between companies, academic and government institutions
- Liaising between researchers/technical personnel and non-technical personnel to identify opportunities for new projects and partnerships
- Maintaining a full understanding of the quantum and funding landscapes and any gaps or areas for development within them
- Attending conferences and networking events



Where would I work?

Company/university/research facility offices. Sometimes remote working. Domestic travel is common. Sometimes international travel may be required.



What subjects should I do well in at school?

There are no specific subject requirements for this role, you can enter it from any background, however, good communication and networking skills are vital.



What qualifications do I need?

You can enter a career in business development from any background, you do not need to have a background in quantum. However, a bachelor's degree in a relevant subject such as Computer Science, Physics or Mathematics would be beneficial.



What skills and attributes are required?

Communication, networking, presentation, organisation, ability to learn quickly, strategic thinking, innovative thinking, creativity, problem solving, ability to work as part of a team and individually.



What work experience would be helpful?

Experience of working in quantum would be beneficial, this could be through an internship or placement.



What about career progression?

Business development managers hold crucial roles within their organisations and can sometimes be promoted to directors within the companies/institutions that they work for.

CASE STUDY



Kevin McIver

Having studied for an undergraduate degree in Mathematics and Physics, Kevin became a physics teacher, before moving into a role within vocational education where he worked to support companies to provide staff training. Kevin then moved into a business development role at the Institute and Faculty of Actuaries before he married his business development skills with his background in physics, to become a business development manager at QuantIC, the UK Quantum Technology Hub in Quantum Enhanced Imaging. Find out more about Kevin's Journey at: (tinyurl.com/careersinquantum).



UK NATIONAL
QUANTUM
TECHNOLOGIES
PROGRAMME