



## **Job Description: Combined Business and Technical Manager**

**Location: Milton Keynes /South Midlands Region**

**Industry Sector: Built Environment**

**Travel: National and some International**

**Package: Circa £32k + Bens**

**Build Test Solutions Ltd (BTS)** is an exciting new start-up business that develops and commercialises testing and performance verification solutions in the built environment. Founded by the National Energy Foundation, Elmhurst Energy and Absolute Air and Gas, BTS aims to identify, develop and commercialise game changing building performance verification and monitoring solutions. The first product offering is the PULSE air test <http://www.pulseairtest.com/> which has the potential to transform the existing market for air permeability and create new markets.

### **The Opportunity**

This is a unique opportunity which demands both a technical and commercial (or business management) skill set. We are seeking a technical business manager to complete the setup of the business which would be fully supported by the three founding stakeholders and their teams and also to bring to full commercialisation the first new technology - the PULSE air test. The successful candidate will be technically competent and conversant with building performance and will have a proven track record in some form of business management or complimentary commercial activity. There will be an expectation that the successful candidate will be comfortable in undertaking selling and business development activities alongside the critical technical and product enhancement role that will be required. There is a requirement for an all-rounder who is willing to apply their commercial and technical skill sets to get the business up and running with a view to engaging more staff as and when appropriate.

### **Desired Skills and Experience**

- Technically qualified to degree level or similar relative to the construction sector
- An understanding or appreciation of building physics and building performance
- Some experience of building testing / certification or knowledge of, would be an advantage
- Experience in applied/field based research environment, compilation and presentation of evidence
- Familiar with building practices
  - Site or site practice related experience would be an advantage
- Good business acumen with good business skills encompassing
  - Financial forecasting and budget management
  - Commercialisation skills in the form of sales and basic marketing

The products developed and commercialised by BTS will invariably be reviewed by senior technical managers and commercial directors within the target companies – their benefits will be commercially analysed. It is therefore vital for the successful candidate to be not only technically conversant but to also be comfortable in presenting a good business case.

This position will report directly to the Board of BTS. Back office support and additional technical support will be available from the founding partners together with desk space and meeting space. BTS is an equal opportunity employer.



**Application process** – note that this is being administered by the National Energy Foundation

- Please apply by email including:
  - Your CV
  - A supporting letter
  - Where you first saw the post advertised
  - The code BTS1.
- Apply by 5pm on Wednesday 14<sup>th</sup> September 2016.
- Candidates are advised to apply as soon as possible as we reserve the right to interview and appoint before the closing date.
- Email your application to [recruitment@nef.org.uk](mailto:recruitment@nef.org.uk)

**Additional Information**

The University of Nottingham is also separately advertising a part-time 4 year PhD in this area which will be linked to the work of BTS - <https://www.nottingham.ac.uk/jobs/currentvacancies/ref/ENG1014> with a closing date of 4<sup>th</sup> September 2016. Should you wish to apply for both the PhD and the employment role described above, there may be the potential to combine both roles. However, application to each role will be considered entirely separately.