

**SPECIFICATION FOR BUSINESS DEVELOPMENT CONSULTANT FOR SBCSR**

**Sutton Bridge Crop Storage Research (SBCSR)** is the leading post-harvest applied research facility for agricultural storage in the UK. It is owned by AHDB ([www.ahdb.org.uk](http://www.ahdb.org.uk)) and operated by its Technical Directorate under the 'AHDB Potatoes' banner. It is the primary centre providing potato storage research and advice to the GB industry. SBCSR has extensive facilities for work on potato and is also engaged in other forms of crop storage R&D, including field vegetables and controlled atmosphere storage. In addition to work funded by the AHDB Potatoes industry levy, it offers a confidential contract research capability with accreditation to ISO 9001. It is also ORETO registered with the UK Chemicals Regulation Division of HSE. The team at SBCSR has an extensive and globally-recognised level of expertise on storage and crop quality issues. It seeks to provide high quality, cost-effective and relevant research of benefit to the potato and associated crop storage industries.

There has recently been significant investment in the SBCSR facility by both AHDB and via the Crop Health and Protection Innovation Centre (<http://chap-solutions.co.uk/>). Partly as a result of this, we now have a need to uprate significantly the business development capability at SBCSR to ensure that the delivery opportunity provided by the new facilities is fully realised. We are seeking a consultant to take on a fixed-term, part-time role to develop and implement a business development plan for SBSCR.

**Deliverables of the contractor will encompass:**

* Working with the Head of SBCSR, the AHDB Director of Research and the Sector Strategy Director for AHDB Potatoes to develop a strategic business plan for SBCSR, including reviewing and developing an appropriate marketing strategy and associated communications material. This will involve visits to Sutton Bridge CSR in Lincolnshire and possibly to the AHDB headquarters in Warwickshire.
* Identifying and developing potential bidding opportunities for SBCSR for UK government and European Union research and knowledge exchange funds.
* Identifying and developing new opportunities for commercially-funded work, including potential markets outside of SBCSR’s core area of potato storage research, both in the UK and internationally.
* Working with the SBCSR, other AHDB staff and relevant Boards and Committees to build links with potential academic and commercial collaborators.

**Please demonstrate within your proposal:**

* A proven track record of working at all levels with government institutions, academic partners and commercial companies in a collaborative technical environment, preferably in areas related to agriculture, environment and (desirable but not essential) crop storage. Please include your CV highlighting your experience most relevant to this project’s requirements.
* Evidence of your track record of scoping and developing successful collaborative research/technical bids.
* Evidence of your ability to think strategically and laterally about how contract research organisations can be marketed effectively with the objective of expanding the client base.
* Evidence of your ability to negotiate with a range of organisations from government agencies to commercial companies.
* Evidence of your understanding of the research funding landscape in the UK, European Union and internationally.
* Please provide a quote with your day rates and the anticipated hours per week you propose to utilise towards delivering this project, based on the first 6 month period.

Note: AHDB expense policy will adhered to for travel and any other subsistence requirements. Our policy has been embedded for your review.



**Timescale:**

Start time negotiable, but preferably no later than 31 August 2017. Duration of contract will be 6 months with the option to extend for up to a further 6 months.

**Evaluation:**

Evaluation will be based on all information evidenced. Interviews of the top three applicants may be required.

**Submission date: 15 August 2017 by 5pm.**

**Please submit your proposals to:** [**Richard.laverick@ahdb.org.uk**](mailto:Richard.laverick@ahdb.org.uk)**, and title as Business Consultant opportunity.**

By submitting a proposal you will be agreeing to AHDB’s Terms & Conditions, which can be viewed at:

<http://www.ahdb.co.uk/about/documents/1508AHDBcontracttemplateforgoods-servicesv.2015Apublished.pdf>

Questions raised by potential bidders, and the answers to them, will be uploaded onto the AHDB website periodically at:  <http://www.ahdb.co.uk/about/Procurement.aspx>.

Questions should be emailed to richard.laverick@ahdb.org.uk