

JOB DESCRIPTION

Job Title:	Innovate UK Business Growth Ecosystem Innovation Growth Specialist
Reports to:	Innovate UK Business Growth Project Manager
Location:	Hybrid – Working from Home and London office based
Contract:	Fixed Term Contract until 31 March 2025 with possibility of extension
Salary:	£50,000-£56,000 per annum

About Innovate UK Business Growth

Innovate UK is the UK's innovation agency. We live to drive economic growth by:

- Inspiring innovators with a shared vision of the future economy
- Involving diverse talents, companies, investors and local/national stakeholders in innovation through our programmes and campaigns
- Investing resources, including grants, loans and advice on skills, fundraising and scaling-up

Since we were founded in 2007, we have invested £4.6bn into 15,000 innovation projects at 11,800 organisations. We have helped create over 100,000 new jobs and added up to £32.2 billion to the economy. Innovate UK is a partner organisation within UK Research and Innovation.

Innovate UK is seeking to accomplish: “a strategic shift to focus on the growth of innovative companies rather than just the success of innovative projects” ([Building the Future Economy: Plan for Action for UK Business Innovation, 2021](#)). That is because more innovative UK businesses growing and scaling globally means a strong and sustainable future UK economy. The innovation agency has charged Innovate UK Business Growth with a key role in accomplishing this strategic shift.

Bringing our wrap around support for innovative businesses under one umbrella, the Innovate UK Business Growth goal is that more of the companies we work with will be better quality, investor ready and have the very best chance to go onto grow and scale on a global stage.

About London Chamber of Commerce and Industry

London Chamber of Commerce and Industry (LCCI) is London's key hub for the business community, we support members' businesses through a range of services, advocate on behalf of London's business community in the most important forums of policy debate, and promote 'Global London' as the best city in the world to do business – whether that's to trade, invest, learn, or find new commercial partners.

We work to accelerate the growth of our members by providing valuable support, facilitating new business connections, and leveraging our network to generate greater shared prosperity for London.

Purpose of the role

This role is an opportunity for a high calibre, experienced business professional to directly contribute to driving business innovation and growth in the UK. The role will identify ambitious high growth potential innovative SMEs in their local ecosystem and support them in accelerating their journey to significantly grow and scale; in particular the role will require experience and knowledge of the strategic funding and finance needs of innovative high growth potential companies in order to help them to become more investment ready, and invest-able, and in a position to harness their growth and scaling potential.

The role will also play an important role in driving the Innovate UK “Place” agenda acting as an interface with accelerators, launchpads, Freeports and/or other regional clusters working alongside both Innovate UK Business Growth Innovation and Growth Specialists colleagues and Scale Up Directors, drawing heavily on local and national ecosystem partners.

Key Responsibilities

- Identify ambitious innovation orientated SMEs with the potential to scale, who could benefit from Innovate UK Business Growth support
- Assess and understand the companies’ specific needs and introduce relevant Innovate UK Business Growth services (and connectivity) along different phases of the company’s journey as it grows, specifically providing strategic funding and finance support for investment readiness.
- interacting with them to stimulate an increase of their ambition to scale, augmenting other support available locally. Always acting as the ‘honest broker’, letting the client decide who to work with and when
- Act as a ‘go to’ resource for clients from the Innovate UK Launchpads, and through referrals for Freeports and other regional clusters and accelerators
- Provide tailored support to the companies’ growth and scaling needs, connecting them with the people and opportunities that will really accelerate their growth both in the UK and internationally, by being agile, flexible and responsive, supporting them effectively and at a pace set by them
- Maintain a strong connection with, and support the development of, the national Innovate UK Business Growth “invest-ability” pathway and the Innovate UK Scaleup Programme
- Work with Innovate UK colleagues, British Business Bank regional colleagues and intermediaries plus other key regional stakeholders to reinforce the close cooperation that will enable the client to navigate the local innovation, investment and growth support environment and where necessary establish local co-operation to support achievement of this
- Deliver, facilitate and attend workshops and events to promote client success and the impact of Innovate UK Business Growth. This may include attending occasional national/international conferences and exhibitions and possibly supporting client companies with their national/international missions

Skills and Aptitude

Essential

- A senior professional having grown their own business and/or worked in a senior position in a corporate or ambitious SME environment
- Experience of implementing finance strategies and fund raising
- Experience /understanding of private and public capital markets, IPOs, M&A etc
- Good awareness of the benefit of the use of debt, equity, grants and of leveraging multiple support schemes, such Patent Box, R&D tax credits, invoice finance, financial guarantees, etc.
- Well-connected and networked with an extensive book of contacts
- Self-motivated and results driven with a meticulous focus on quality
- A strong project and time manager, with concomitant communication, facilitation and presentation skills

Desirable

- Experience of commercialising and launching new innovations
- Capable of helping clients accelerate entry in new markets
- Understand what is required to help SMEs meet the requirements of large companies and their supply chains
- Have exceptional networking, business development and sales skills
- A good understanding of structuring businesses for successful growth e.g. group structures

Person Specification

The Ecosystem Innovation Growth Specialist will be high calibre and capable of being a combination of coach, mentor and critical friend, able to guide investment readiness activity. This person will need to:

- Use Salesforce
- represent Innovate UK Business Growth/LCCI at networking events.
- Contribute to team objectives and agreed targets.
- Possibly engage in domestic and international travel
- Resolve service delivery issues and complaints quickly and effectively in accordance with Chamber policy, recommending improvements and escalating where appropriate.
- Ensure processes and activities are fully compliant with Chamber protocols and legislation including data protection and marketing communications.
- Reflect the Innovate UK and LCCI's values, demonstrating high levels of professional performance and behavioural standards, always seeking continuous improvement.
- Demonstrate flexible and adaptable approach to business needs at any given time
- Contribute to a motivated, respected and highly knowledgeable team of professionals focussed on overall success of the team and the Chamber.
- Undertake any other duties as requested by the Project Manager.