



## **External Advert**

**Enterprise and Skills  
Head of Business Development and Innovation  
Reference: WCSR0001140  
Cross Campus role  
Full Time, Permanent  
Salary: £66,463 per annum**

This is a unique opportunity to lead the Sector of Business Development and Innovation at one of Scotland's largest Colleges, West College Scotland.

West College Scotland is committed to being at the forefront of national business development and innovation. The post holder will be expected to drive forward this agenda with a key focus on building strong relationships with employers, businesses, and a range of regional and national stakeholders. You will be responsible for the College's diverse Business Development and Innovation portfolio including commercial income generation, innovation, micro-credentials and new and emerging technologies to enhance College provision and maximise associated training opportunities.

Focussing on increasing income and supporting innovation and growth, you will have a proven track record in successful business development, significant experience of B2B activity, and of working with external partners. You will be qualified to degree level with knowledge and experience of generating and devising activity for commercial income generation and developing strategies and plans to deliver targeted results and outcomes.

As a creative problem solver, you will demonstrate an innovative approach to work and have a "can-do" attitude. The ability to motivate and empower people and teams, together with creating a strong team working ethos is critical. You will have significant management experience, including efficient and effective deployment of staff and robust reporting and budgetary control.

## We are an inclusive place to work

At West College Scotland we are ambitious about Equality, Diversity, and Inclusion. If you've got the right skills and qualifications for the job, we want to hear from you. We encourage applications from all candidates regardless of age, disability - visible and non-visible including neurodiversity, gender identity, marriage and civil partnership, pregnancy and maternity, race religion or belief, sex, or sexual orientation. Click [here](#) to find out more.

## Benefits of working with us

This is an excellent opportunity to join one of Scotland's sector leading colleges. The College offers an outstanding benefits package including:

- Generous holiday entitlement - 45 days holiday (pro-rata) (including bank & public holidays).
- Membership of the Local Government Pension Scheme.
- Enhanced maternity, paternity and adoption leave pay (subject to eligibility).
- Opportunities for hybrid / home working, where appropriate.
- Flexible working opportunities.
- Access to a dedicated wellbeing team and a 24/7 confidential employee assistance programme.
- Support to enhance your skills through a variety of methods including online learning, coaching and self-directed study.

Full details of the skills and qualifications required can be found on the employee specification. To view our Privacy Notice, please click [here](#).

*Any offer of employment will be subject to receiving a satisfactory Scheme Record through the Disclosure Scotland Protection of Vulnerable Groups Scheme (PVG). All candidates must be able to prove their [Right to Work in the UK](#). Please note West College Scotland does not provide Visa sponsorship.*

To view our vacancies and to apply for posts, please click [here](#). If you require any assistance, please contact the HR team by email: [hr@wcs.ac.uk](mailto:hr@wcs.ac.uk) Occasionally correspondence relating to your application may go into your spam/junk email folder.

***Closing date for all completed applications is Friday 6 September 2024***



***West College Scotland is an equal opportunities employer.  
The Board of Management of West College Scotland is a Scottish Charity. Charity Number SCO21185.***