

# 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](https://tinyurl.com/careersinquantum)).



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