



## Entrepreneur in Residence Briefing Pack – September 2019

## Introduction

A full University since 2013, the Royal Agricultural University is an acknowledged and long established leader in education, applied research and knowledge exchange relevant to the agri-food, land management and rural enterprise sectors and has well established links with employers, government and a range of NGOs.

The University is going through a period of transformational change. The Vice-Chancellor, Professor Joanna Price, and a new leadership team are shaping a strategic vision for the RAU that will ensure both relevance and sustainability. Key to future success will be the appointment of new senior academic thought leaders who will play a critical role in shaping the University's academic vision and delivering its new strategic plan.

The University is seeking to appoint an academic for its School of Business and Entrepreneurship with a 'hands on' approach with a passion for teaching excellence and subject leadership, ideally in the Higher Education sector, industry-relevant research and knowledge exchange. You will bring a new perspective and will work closely with the Head of School to create a compelling vision for the subject area that aligns with the University's strategic plan. You will be able to demonstrate an ability to work with industry stakeholders and academic partners to provide sustainable and innovative solutions that make the most of the unique challenges and opportunities that currently exist within the sector. Brexit, and the new Agriculture Bill, offer a once in a lifetime opportunity for the sector to embrace new approaches to managing land and the food supply chain that enable increased productivity while ensuring the welfare of habitats, animals and rural communities.

## The University

The University offers a stimulating, supportive learning environment designed to address the changing needs of the employment market by combining high academic standards (it was awarded TEF silver) with practically applied research, enhanced by strong industry links. As a result, the RAU produces leaders and innovators across the land-based industries.

The RAU offers undergraduate, masters and doctoral programmes across a range of academic disciplines. Courses are managed and taught by experienced staff and specialist consultants, many of whom are still engaged in professional practice. Students can choose from a range of degrees, at undergraduate and postgraduate level. Well-established undergraduate degrees include Rural Land Management, Real Estate, Agriculture, International Business Management, Food Production and Supply Management, Business and Enterprise, Environment, and International Equine and Agricultural Business Management. In some subjects, there is also the opportunity for students to progress from Foundation to BSc Honours degrees. At postgraduate level the RAU offers a number of taught MSc programmes. We are currently reviewing our entire portfolio of programmes to ensure that they are relevant and deliver an outstanding student experience and excellent employment outcomes.

The University has also recently established a ground-breaking partnership with the Countryside and Community Research Institute (CCRI) at the University of Gloucestershire and the University College of Estate Management (UCEM), to plan and develop a new suite of innovative courses focused on sustainability and sector leadership for the 21<sup>st</sup> Century. We are working closely with a range of major agri-food and rural businesses in the UK and internationally, to develop a new generation of talented and well-equipped rural asset managers and leaders who can grasp the challenges of future sustainable and resilient business and policy development. The initiative has secured HEFCE Catalyst funding.

The University has secured HEIF funding to support an exciting new Knowledge Exchange strategy. Central to this is the development of a Knowledge Hub that will help industry navigate change and uncertainty making it possible to tackle big challenges more effectively delivering societal benefit and impact. The hub will provide

a focus to pioneer farmer-led innovation, act as an accelerator of rural enterprise and become a centre for thought leadership for the informed development of evidence-based policy and strategic thinking.

The RAU validates degrees for a number of land-based Further Education Colleges and currently has a programme of franchised degrees with one provider. Expanding our partnership programme with Colleges, Schools and other institutions is a key strategic goal.

## The School of Business and Entrepreneurship

The School of Business and Entrepreneurship (SBE) is one of four schools in the University and was established in 1988 to deliver business education to students across the RAU as well as to engage in research, consultancy and professional training. There are currently over 180 students studying within the School. You will join an established team of academics and professionals in a successful school with an outstanding reputation in developing entrepreneurial rural business leaders.

The School delivers five taught programmes to prospective students:

- FdSc Business and Enterprise
- BSc (Hons) International Business Management
- BSc (Hons) International Business Management (Agri-food)
- MSc Business Management
- MBA Innovation in Sustainable Food and Agriculture

In addition, the following research degrees are offered:

- MSc Research Degree Programme
- PhD Research Degree Programme

Research activity within the School is currently around farmland pricing models, rural business leadership, animal trading patterns, agricultural entrepreneurship skills, food labeling and rural tourism. Academics engage in research and consultancy and deliver papers at relevant conferences both nationally and internationally.

Alongside our provision of full time programmes, we provide a menu of CPD courses within the School and staff contribute to corporate training organised by the University's Business Development Centre.

All of our students undertake a work placement as part of their programme, which allows them to gain valuable experience and see how what they are learning is used in practice. All of our honours degrees have dual accreditation from the Chartered Management Institute (CMI), so in addition to your degree you will receive a separate qualification from the Institute. We believe the CMI qualification enhances the CVs of our students, and makes them more attractive to potential employers.

The University runs an award-winning Enterprise and Entrepreneurship Programme, which has supported many students in starting their own successful businesses. The programme offers First Steps Funding to help students test their business idea, and provides help and guidance at all levels of business start-up.

The quality and success of the programme is illustrated by the following:

- Guardian University Awards 2016 Runner up in the Entrepreneurship Category
- Finalist NACUE Student Entrepreneur of the Year 2016 (NACUE = National Association of College and University Entrepreneurs)
- Business Innovation of the Year winner 2016 (Cirencester Business Awards)

- RAU Green Impact Award – Winner 2016 in both the Innovation category (for EEP inclusion of sustainability for start-ups and Community Engagement) and now entrant into the national competition representing the RAU.
- Launch of Trent Lodge Enterprise Centre in July 2016 for students, graduates and Farm 491 members who are developing their own businesses.
- In May 2018 a state of the art building will be opened which will provide a larger space for Farm 491 and will house a business growth hub. The building will also more provide more opportunity for staff and students to network with entrepreneurs developing state of the art businesses in the agri-technology and food sectors.

## The Role

<b>Post Title:</b>	Entrepreneur in Residence
<b>Reports To:</b>	Head of School Business and Entrepreneurship
<b>Location:</b>	Cirencester, Gloucestershire
<b>Term:</b>	Voluntary (One day per month)

## Scope of the Role

The University is seeking to appoint a four Entrepreneur in Residence for its School of Business and Entrepreneurship with a 'hands on' approach with a passion for supporting young entrepreneurs.

This is an ideal position for an experienced entrepreneur who has ideas and a vision for improving startups and wants to help young people participate in the creation of new opportunities and services. This is a role with enormous opportunity for immediate impact. The successful person will assist the School of Business and Entrepreneurship and the Enterprise and Entrepreneurship programme.

This is a flexible position and would be great for someone looking for part time involvement, providing on average one day per month. In particular, candidates who live or work in the area surrounding Cirencester are encouraged to apply due to the connection that this project has to the local business community and peer to peer engagement.

You Should Ideally Have:

- Demonstrated experience as a founder in one or more startups, or as a senior team member in one or more early-stage, high-growth companies
- Demonstrated knowledge of early-stage startup development and funding of companies
- Demonstrated ability to ramp up quickly in understanding the key attributes of technologies, products, markets and teams that lead to successful startups

## Key Responsibilities

- Contribute to the encouragement and support of an enterprising mind-set amongst students, graduates and staff.
- Help our lecturers to refine their programmes and ensure they continue to be up to date and engaging.
- Be available for pre-agreed 'office hours' to answer questions from students one on one.
- Contribute to discussions undertaken by our Enterprise Team.
- Support students and graduates in their applications for university, regional, national and international enterprise competitions.

- Enhance the experience of our students by supporting the University's extracurricular enterprise activities to include the enterprise society.
- Provide constructive feedback through activities such as Industry pitches within enterprise modules and extracurricular activity such as the grand idea awards.
- Manage your own schedule of 8-12 hours/month.
- Contribute content for enterprise website (1 x blog post per quarter?).
- Meet regularly with Head of School to discuss and review Entrepreneurs in Residence contribution to enterprise activities.

## Application Procedure:

If you feel this opportunity sounds exciting but you don't feel you have all of the required skills and experience do not worry. Get in touch as we are open to provide support to the right person to grow and learn. Opportunities for training and development will be offered.

In this first instance, for an informal discussion about the position, please contact the Head of School of Business and Entrepreneurship, Dr David Bozward at [David.bozward@rau.ac.uk](mailto:David.bozward@rau.ac.uk).

If you are interested in applying for this role, please send:

- A University [Academic Application Form](#) together with the [Equal Opportunities Monitoring Form](#) available on the University website [www.rau.ac.uk](http://www.rau.ac.uk)) – you may attach your up to date CV if you wish to add additional information
- A covering letter explaining your interest and motivation for applying, along with how your experience and qualifications suit you for the role

Please forward to the Human Resource, Royal Agricultural University, Cirencester, Gloucestershire, GL7 6JS or via email to [jobs@rau.ac.uk](mailto:jobs@rau.ac.uk).