Chief Collaboration Officer

Based in Cambridge, UK or in Amsterdam, NL

Salary: subject to skills and experience

What we do

We operate a cutting-edge pan-European network with global reach. We develop new capabilities and evolve and evaluate emerging technologies in collaboration with partners and industry in support of some of the most demanding network-based applications.

Why work with GÉANT?

Thanks to the terabit network, 50 million researchers, scientists, academics and students can now share record volumes of data unconstrained by geographical location. These collaborations are helping to solve some of mankind’s biggest challenges. Work with GÉANT and you’ll be supporting critical research into sustainable energy, deep space, high-energy physics, earth observation, environmental disasters, medicine and more.

If the thought of moving this data around and working with the people turning that data into knowledge excites you, join GÉANT as a Chief Collaboration Officer. This role can be based in Amsterdam or in Cambridge depending on the successful candidate’s preferred location.

Details about the role and how to apply are below. To learn more about what we do, visit: http://www.geant.org.

How to apply

Please forward your CV and covering letter. The covering letter should outline your interest in the position and explain how you meet the criteria set out in the person specification. Applications should be sent by email to recruitment@geant.org or by post to the HR Manager, GÉANT, City House, 126-130 Hills Road, Cambridge CB2 1PQ.

We will not accept referrals from agencies or employment businesses except where they have prior authorisation from GÉANT’s HR Manager to make referrals in respect of this particular vacancy.
Chief Collaboration Officer

Job Description

Reports to: Chief Executive Officer

Normal place of work: Cambridge (UK) or Amsterdam (NL)

Position Summary:

You will be primarily responsible for developing an international “collaboration” strategy that cohesively brings together the core competencies of GÉANT’s business development, marketing and communications, international relations and public policy departments.

Supervisory Responsibilities (in relation to other staff):

Line management of the Chief International Relations Officer, marketing/communications and business development staff. (Approx. 17 employees in the group with line management of around 14 employees)

Main responsibilities:

The majority of the work involves:

- Building an effective and measurable business development and member outreach program that enables the organization to more effectively identify, implement and deliver the services, tools and knowledge that the GÉANT member community requires to effectively serve their researchers
- Developing an effective and ongoing public policy campaign that raises GÉANT’s profile with the EC and supports the GÉANT community by advocating for important issues that would broadly benefit members and their connected institutions
- Cultivating active partnerships with stakeholders from government agencies, National Research and Education Networks (NRENs) and other networking organizations to expand adoption of network and computing by science collaborations worldwide
- Leveraging partnerships to extend the reach and influence of the European research and education community to extend or support the development of advanced network capabilities in emerging areas of Africa, East Europe, Asia and Latin America
- Creating a comprehensive communications and marketing program that is specifically built to support and promote GÉANT’s business, public policy, international and overall leadership goals and is appropriately focused and targeted at critical stakeholder communities
- Developing deep relationships and partnerships in the international research and education community that will have a direct impact on science and education outcomes for the European research community

In addition to the above you will carry out such other duties as may reasonably be required.
Travel within Europe and occasional world-wide travel will be required.

**Person Specification**

**Qualifications, skills, experience and knowledge required**

- Must have demonstrable experience in developing growth strategies in complex organisations, applying initiative and judgement and be solutions-oriented/outcome driven
- Experience in building and successfully implementing multi-tiered, multi-year business, communications, and partnership strategies that are aligned with organizational vision and mission
- Proven track record in successful bid management and contract closure with resulting revenue growth
- Experience in successfully managing and motivating large and diverse teams over cross-border structures, both through direct management and via large project management
- Proven track record of introducing change management in culturally diverse teams and across different jurisdictions
- Experience in developing and leading public affairs campaigns with the goal of influencing funding agencies or policymakers
- Deep relationships in, and understanding of, the R&E networking and computing community is critical
- Outstanding communication skills are essential, as is a demonstrable ability to work productively and collaboratively with world-class technical experts, IT leaders and scientists to solve networking challenges

**Desirable**

- Deep familiarity with concepts like Science DMZ and perfSONAR

**Personal Skills and Attributes**

- Demonstrable ability to work successfully as a member of an executive team of potentially distributed individuals, in which cooperation and interaction are implicit in the work
- Ability to communicate effectively both verbally and in writing and have a customer-focused approach; excellent interpersonal skills
- Ability to maintain a work environment that embraces diversity, and fosters creativity and innovation