



# CANDIDATE PACK

November 2024



# INTRODUCTION



**Erika Lewis** – CEO,  
Connected Places Catapult

**I am delighted that you are interested in exploring the opportunity to become a Managing Director at Connected Places Catapult. We are the UK's innovation accelerator for cities, transport and place leadership.**

I had the pleasure of joining Connected Places Catapult in March 2024 as its new Chief Executive Officer. I joined a team that delivers impressive work to bring together the diverse range of stakeholders to accelerate innovation within the transport and infrastructure markets that intersect in a place.

The Grant Funding we receive from Innovate UK, alongside external income from strategic partners, provides Connected Places Catapult with the ability to build an understanding of the innovation challenges in the markets in which we operate, whilst supporting organisations to do that difficult 'first thing' to commercialise their innovations and grow.

I am particularly proud of the work that we do in the market to drive the acceleration and growth of our SME community through the delivery of our dedicated support programmes. To maximise the impact of this work we leverage additional funding from stakeholders such as the Department for Transport, HS2 and National Highways to not only fund the advancement of innovations, but also access their extensive supply chains.

We also run commercial projects. Our commercial income allows Connected Places Catapult to grow and provide more support to our customers and partners, bridging the gap between innovation and the market so that the opportunities of innovation can be adopted and scaled in communities, towns, and cities across the country.

You will be joining a newly formed senior leadership team who will be leading a refreshed organisation with an updated strategy and structure, you will be part of an innovative, creative, entrepreneurial, motivated organisation that is passionate about its vision that better connected places across the UK; are places that are more sustainable, regenerative and resilient, with prosperous economies, and thriving communities.

Looking ahead to the coming year, I am excited to see our work continue in this important area and representing the challenges that our stakeholder community faces to the incoming government.

# CONNECTED PLACES CATAPULT

**The Catapult Network was established by Innovate UK to accelerate pioneering work and research in innovation to drive economic growth.**

**The home for world class scientists, business leaders, technicians and investors, the Catapults have catalysed innovation from concept to design and then to implementation, in areas of strategic importance. The success of the Catapults has been in their ability to bring different sectors together around a shared ambition, and to operate at the nexus of sectors: industry, research, academia and government.**

Cities, towns and regions thrive on their ability to connect people – to resources, opportunities, and ideas and to each other – and thereby create economic, social and cultural value. Throughout history, the diffusion of innovative technologies has enabled ever-increasing levels of connectivity – physically through bridges, aqueducts, railways and skyscrapers, virtually through internet connected sensors and contactless payments, and socially through urban design and civic infrastructure – delivering in turn ever greater scale and productivity.

Today's emerging technologies enable even greater levels of connectivity and pioneering place leaders are exploring how to harness these innovations to boost local productivity and wellbeing, attract talent and improve access to

economic opportunities. Consequently, the global market for connected places innovations – including smarter use of land, energy efficient buildings, and innovations in mobility – amounts to \$3.7 trillion.

However, despite the huge potential to deliver these high value impacts, developing, testing and scaling such innovations is challenging. This is due to:

- Conservative and uncoordinated demand;
- The complexities of the connected places market, its rules and players, which frustrate suppliers' efforts to navigate it;
- Market niches which are captured by established providers and approaches.

Connected Places Catapult exists to dismantle these market barriers and speed the commercial application of innovative research and technologies by UK companies in the built environment, transport, infrastructure and place making industries. We are the UK's innovation accelerator for cities, transport, and places.

Over the past 12 months, we have enabled:



83

Projects which aligned with UK Government priorities



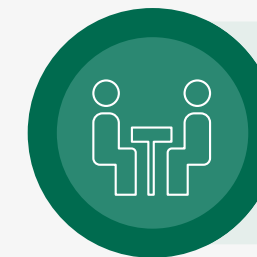
32

Projects with a place-based focus



41

Market intelligence, thought leadership & capability building content published



16

New collaborations and partnerships enabled



2,108

Business networking opportunities



172

Actively engaged partners in strategic groups



£687k

In-kind investment from UK businesses



£220m

New public investment in related markets



67%

Funding beneficiaries reporting ED&I related data



497

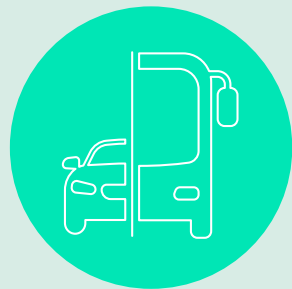
Business showcasing opportunities

# THE REMIT

## Connected Places Catapult is looking to appoint three Managing Directors to its Senior Leadership Team.

As a member of the Senior Leadership Team, all of the post holders will foster a collaborative culture of cross team working to contribute to the overall success of the Catapult's objectives. This will include a proactive contribution to corporate activities and leadership of specific initiatives as appropriate.

The individuals will lead, develop and manage a team of highly engaged individuals who are responsible for the end-to-end identification and delivery of a portfolio of projects and activities. This will include the direct management of up to six senior leaders.



### Managing Director: Transport

The post holder will be accountable for the successful delivery of the Catapult's Transport focused Business Unit's strategy, business plan and budget.



### Managing Director: Data and Digital

The post holder will be accountable for both the successful delivery of the Data and Digital Business Unit's strategy, business plan and budget and for the technical leadership of data and digital acting, in effect as the Chief Data and Digital Officer for the organisation.



### Managing Director: Strategy, Communications and Performance

The post holder will be accountable for the strategy, communications, marketing, planning and performance management of the whole of the organisation as well as running a team that delivers revenue generating events.

## Role Location

All roles are permanent and can be based from London or Milton Keynes. Connected Places Catapult operates a nine-day fortnight with every other Friday being a none-working day. Alongside this, we have a hybrid working policy whereby colleagues are expected to work from the office for a minimum of two days per week.

## Benefits

- Competitive salary and pension, up to 10% company pension contribution to help you save for your future.
- 23.5 holiday entitlement for everyone, with pro-rata calculations for part-time employees, along with a Christmas shutdown period for additional days off.
- Two paid days of volunteering leave per year (pro-rata for part-time employees) to support charitable activities.
- Employee Assistance Programme (EAP) providing 24/7 confidential work/life support services to you and your immediate family members.
- Cycle to Work Scheme encouraging a healthy and sustainable commute.
- Cash Health Plan, offering reimbursement for a wide range of essential and everyday healthcare expenses, promoting your well-being.
- Payroll Giving scheme, allowing regular charitable contributions from pre-tax income, maximising the impact of your donations.

- Discounts and offers from a wide variety of retailers, enhancing your purchasing power and providing savings opportunities.
- Mortgage Advice benefit, delivered in partnership with Charles Cameron & Associates – provides employees with free, expert mortgage advice and end-to-end mortgage support from the application process through to completion.

## Inclusive Recruitment

Connected Places Catapult is looking to broaden the diversity of its Senior Leadership Team across some under-represented groups. Employment is based solely upon individual merit and qualifications directly related to professional competence. We strictly prohibit unlawful discrimination or harassment on the basis of race, colour, religion, national origin, ancestry, pregnancy status, sex, gender identity or expression, age, marital status, mental or physical disability, medical condition, sexual orientation, or any other characteristics protected by law. We also make all reasonable accommodations to meet our obligations under laws protecting the rights of the disabled.

# THE ROLE – MANAGING DIRECTOR, DATA AND DIGITAL

## Key responsibilities

### Accountable for the end-to-end delivery of the Business Unit's strategy, business plan and budget including:

- Strategy development to meet the short, medium and long term drive demand for innovation services from the sector/ domain in which it operates.
- External engagement to position Connected Places Catapult as a thought leader and 'go to' organisation for understanding innovation within the sector/domain.
- Development and management of a network of senior contributors to the development of the domain from public, private and voluntary sectors.
- Identification and management of a pipeline of opportunities to meet revenue targets on an annual basis.
- Delivery of high-quality projects and activities that deliver impact for the UK economy.
- Management of physical and digital assets and the supporting resources to maintain and develop.
- Effective development and management of strategic accounts.
- Development and inspiring leadership of a happy and highly engaged team, effectively managing the demand for skills and expertise required throughout the year.

- Working in partnership with Corporate Services and the other Business Units to ensure that the Business Unit is operationally and organisationally efficient.
- Budgetary and financial management of the Business Unit.
- Strong governance and risk management that complies with the rules in place from key funders.

### Technical leadership and implementation responsibility for the overarching data and digital strategy across the organisation.

Proactive contributor to the Senior Leadership Team, working with peers to:

- Foster a collaborative culture of cross team working, providing support to cross Business Unit opportunities, projects and activities.
- Ensure a culture of equity, inclusivity and diversity with open, transparent communication and practices.
- Develop and encourage good knowledge management and learning across the organisation.
- Lead and shape cross Business Unit opportunities and relationships.

You may be required to undertake any other reasonable duties to support the Catapult in achieving its strategic outcomes and ensure effective business operations.

## Required skills and experience

- Applied knowledge and experience of innovation within the applied data and digital market/domain.
- Recognised thought leader in the data and digital market/ domain.
- Applied knowledge and experience of successfully navigating the complex relationships of central and local government.
- An entrepreneurial mindset with experience of operating at a senior management level, productising digital services and with accountability for profit and loss.
- Empathetic leadership style with communication skills that motivate and inspire teams through operational activity and change.
- A proven approach to championing and embedding of diversity, equalities and inclusion across teams and projects.
- Proven ability to develop strategy, communicate it effectively and lead the Business Unit to address and influence current and emerging market and stakeholder needs.
- Proven ability to lead high quality, mplex strategic delivery programmes.
- An interest and aptitude for technology and innovation solutions.
- A team player, with demonstrable experience of representing the best interests of the Business Unit alongside taking collective responsibility for the success of the organisation.

This job description does not form part of your contract with Connected Places Catapult and you may be required to carry out additional or alternative tasks from time to time.



# THE ROLE – MANAGING DIRECTOR, STRATEGY, COMMUNICATIONS AND PERFORMANCE

## Key responsibilities

Accountable for the end-to-end delivery of the Business Unit's strategy, business plan and budget including:

### Strategy

- Providing strategic assessment and horizon scanning on the state of the market and future areas of growth for the Catapult.
- Ownership of the development and ongoing refresh of the Corporate Strategy, Aims and Objectives and related collateral.
- Informing the Business Units on future workforce development and planning based on future demand.

### Marketing and communications

- Providing an enterprise-wide marketing and communications approach that strongly positions the Catapult's brand both internally and externally.
- Guiding and partnering with Business Units to provide marketing and communications support.
- Taking leadership of Public Affairs, co-ordinating related activities across the business to ensure a coherent approach to government engagement is achieved.
- Delivering a strategically aligned programme of events (in some cases revenue generating) that positions the Catapult as a thought leader within the domains in which it operates.

### Portfolio management

- Leading and reporting on the Portfolio of projects and activities delivered by the Business Units.
  - Managing portfolio management frameworks and standards that provide strong governance and risk management that comply with the rules in place with key funders.
  - Convening Heads of Professions to ensure professional networks are established and maintained.
  - Owning companywide processes relating to the effective and efficient management of the Portfolio.
  - Development and inspiring leadership of a happy and highly engaged team, effectively managing the demand for skills and expertise required throughout the year.
  - Working in partnership with the Business Units and Corporate Services to ensure that the Business Unit is operationally and organisationally efficient.
- Proactive contributor to the Senior Leadership Team, working with peers to:**
- Foster a collaborative culture of cross team working, providing support to cross Business Unit opportunities, projects and activities.
  - Ensure a culture of equity, inclusivity and diversity with open, transparent communication and practices.

- Develop and encourage good knowledge management and learning across the organisation.
- Lead and shape cross Business Unit opportunities and relationships.

You may be required to undertake any other reasonable duties to support the Catapult in achieving its strategic outcomes and ensure effective business operations.



## Required skills and experience

- Applied knowledge and experience within the strategy, marketing, communications and performance skill sets.
- Applied knowledge and experience of successfully navigating the complex relationships of central and local government including understanding the development and delivery of policy in this domain.
- An entrepreneurial mindset with experience of operating at a senior management level with accountability for profit and loss.
- Empathetic leadership style with communication skills that motivate and inspire teams through operational activity and change.
- A proven approach to championing and embedding of diversity, equalities and inclusion across teams and projects.
- Proven ability to develop strategy, communicate it effectively and lead the team to address and influence current and emerging stakeholder needs.
- An interest and aptitude for technology and innovation solutions.
- A team player, with demonstrable experience of representing the best interests of the team alongside taking collective responsibility for the success of the organisation.

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# THE ROLE – MANAGING DIRECTOR, TRANSPORT

## Key responsibilities

### Accountable for the end-to-end delivery of the Business Unit's strategy, business plan and budget including:

- Strategy development to meet the short, medium and long term drive demand for innovation services from the sector/ domain in which it operates.
- External engagement to position Connected Places Catapult as a thought leader and 'go to' organisation for understanding innovation within the sector/ domain.
- Development and management of a network of senior contributors to the development of the domain from public, private and voluntary sectors.
- Identification and management of a pipeline of opportunities to meet revenue targets on an annual basis.
- Delivery of high-quality projects and activities that deliver impact for the UK economy.
- Management of physical and digital assets and the supporting resources to maintain and develop.
- Effective development and management of strategic accounts.
- Development and inspiring leadership of a happy and highly engaged team, effectively managing the demand for skills and expertise required throughout the year.

- Working in partnership with Corporate Services and the other Business Units to ensure that the Business Unit is operationally and organisationally efficient.
- Budgetary and financial management of the Business Unit.
- Strong governance and risk management that complies with the rules in place from key funders.

### Proactive contributor to the Senior Leadership Team, working with peers to:

- Foster a collaborative culture of cross team working, providing support to cross Business Unit opportunities, projects and activities.
- Ensure a culture of equity, inclusivity and diversity with open, transparent communication and practices.
- Develop and encourage good knowledge management and learning across the organisation.
- Lead and shape cross Business Unit opportunities and relationships.

You may be required to undertake any other reasonable duties to support the Catapult in achieving its strategic outcomes and ensure effective business operations.

## Required skills and experience

- Applied knowledge and experience of innovation within the transport market/domain.
- Applied knowledge and experience of successfully navigating the complex relationships of central and local government including understanding the development and delivery of policy in this domain.
- An entrepreneurial mindset with experience of operating at a senior management level with accountability for profit and loss.
- Empathetic leadership style with communication skills that motivate and inspire teams through operational activity and change.
- A proven approach to championing and embedding of diversity, equalities and inclusion across teams and projects.
- Proven ability to develop strategy, communicate it effectively and lead the Business Unit to address and influence current and emerging market and stakeholder needs.
- Proven ability to lead high quality, complex strategic delivery programmes.
- An interest and aptitude for technology and innovation solutions.
- A team player, with demonstrable experience of representing the best interests of the Business Unit alongside taking collective responsibility for the success of the organisation.

This job description does not form part of your contract with Connected Places Catapult and you may be required to carry out additional or alternative tasks from time to time.



### Impact Case Study: Laying the groundwork for Zero Emission Flight Infrastructure

To support the UK Government's commitment to Net Zero by 2050, Connected Places Catapult delivered two projects with over £4million funding from the Department for Transport, between 2021/22 and 2022/23. Working with sector stakeholders to shape the road map to zero-emission flight infrastructure, setting the vision on the infrastructure and technological requirements to support zero emission battery and hydrogen flight. This generated demonstration opportunities for seven innovators (SMEs and academia) to trial and showcase hydrogen handling and storage solutions within live aviation environments and a further 15 feasibility studies funded through the Transport Research Innovation Grant for Zero Emissions Flight. Concurrently, the Catapult worked with the British Standards Institute to define the standards landscape needed to support the development and safe operation of this infrastructure, convening a Standards Advisory Group to shape a shared vision and roadmap.

This work provided the basis for the establishment of the UK Jet Zero Council Zero Emission Flight Delivery Group. Connected Places Catapult currently supports the Infrastructure Sub-Group, plus Task and Finish Groups focusing on Infrastructure R&D, Commercial, and International agendas.



### Impact Case Study: Climate Resilience Demonstrator

#### Demonstrating the value of connecting digital twins in climate adaption

The Climate Resilience Demonstrator (CReDo) programme started in 2020 as a partnership between industry, research, and government. Connected Places Catapult has been leading the project since 2022. Industry partners in the demonstrator phase were Anglian Water, UK Power Networks and BT Group, with new partners joining as the programme expands.

Connected Places Catapult has been driving CReDo's investment readiness. In 2023, CReDo secured competitive research and innovation funding worth **£1.5million** from the Water Services Regulation Authority for England and Wales (Ofwat) and the Office for Gas and Electricity Markets in Great Britain (Ofgem) to demonstrate scalability of the connected digital twin.

Convening experts from academia and SMEs, we have brought vital academic research from the lab environment into the real world facilitated testing and secured vital funding to enable the demonstrator to progress from proof-of-concept to a working prototype. The prototype covers the area of East Anglia and illustrates how assets are affected by flooding. It is looking to expand to look at more infrastructure sectors and asset types and consider a wider range of climate events such as extreme heat, wind, cold, drought and snow.

**“We expect CReDo will help to improve understanding of how multiple asset owners must work together to focus on resilience and reduce knock on effects for other sectors. It also promises to provide better real-time data about weather conditions to help improve decision making.”**

**Justine Webster**, BT Group



### Impact Case Study: Homes for Healthy Ageing Programme

Between September 2021 and March 2023, 27 SMEs were supported by the Programme to discover and test innovative solutions for local challenges related to healthy ageing. We launched the £2.5m programme to contribute towards the UK Government's mission to support older people to live at home independently and more healthily for five+ years longer.

As a result, testbeds were established in five locations across the UK in collaboration with location partners or local consortia each responding to specific area challenges in Northern Ireland, Sunderland, Leeds, Brighton, and Essex.

Our application of the 'Real-World Testing Framework' facilitated collaboration among various stakeholders, including central and local government departments, housing associations, researchers, investors, funders, and SMEs to explore the future of healthy ageing and identify pathways for its achievement. Through these discussions, four pillars of healthy ageing (dignity, connection, resilience, and agency) were identified, and barriers and interventions required in policy, industry, and investment were recognised. This collaborative approach allowed local organisations and institutions to engage in problem-solving and explore ideas and solutions that were previously constrained by limited resources.

The SMEs supported through the Programme reflected that the testbed:

- Helped shape the design of the user-testing and provided guidance on best practice methods for engaging with end-users.
- Enabled them make improvements to their solutions and re-test quickly.
- Built their understanding of the key challenges faced within local communities.
- Created a sense of community among some of the SME beneficiaries, and by facilitating the planning and organisation, enabled the SMEs to focus on their product development.
- Provided opportunities to engage with service providers and potential investors which was seen to help get their buy-in to the products.

**“We've seen fantastic business growth since being part of the testbed. The additions that we've built into the system, because of the project we were involved with, has enabled us to sell our product to other council areas, other cities across the UK and across Europe.”**

**Steven McPeake**, Civic Dollars (SME beneficiary)

## HOW TO APPLY

Not sure you meet 100% of our criteria? Don't worry. If you believe that you could excel in this role, we encourage you to apply. We want to attract the broadest array of candidates, including those with diverse workplace experiences and backgrounds. Whether you're new to this, returning to work after a gap in employment, simply looking to transition, or taking the next step in your career path, we will be glad to have you on our radar.

The recruitment and appointment process will begin with the submission of a Covering Letter accompanied by a CV. The Covering Letter (2 A4 pages maximum) will be expected to set out how the candidate meets the criteria set out in the Job Description.

Candidates' CVs and Covering Letters will be assessed against their ability to deliver against the requirements set out in the Job Description.

An eligibility sift will be conducted and successful candidates will progress to an initial interview with Saxton Bampfylde, followed by a short-listing process.

Initial interviews with Saxton Bampfylde are expected to take place week commencing 23rd December – week commencing 20th January 2025.

**How to apply** Saxton Bampfylde Ltd is acting as an employment agency advisor to the Connected Places Catapult on this appointment. Candidates should apply for this role through our website [www.saxbam.com/appointments](http://www.saxbam.com/appointments) using the following codes:

**MD for Data & Digital (OAHAZE)**

**MD for Transport (OHAZC)**

**MD for Strategy, Comms & Performance (OHAZD)**

Click on the 'apply' button and follow the instructions to upload a CV and cover letter and complete the online diversity questionnaire\*.

The closing date for applications is 6th December 2024.

\*The diversity questionnaire online form will not be shared with anyone involved in assessing your application. Please complete as part of the application process.

Please note that references and open-source due diligence checks (including into social media accounts) may be undertaken for all short-listed candidates. If shortlisted you will be asked to complete a candidate information form, which will include details of your current remuneration package, plus the names and contact details of two referees who we can contact at the shortlist stage (before the final interview) including for how long they have known you and in what capacity. We will not contact them without your consent.

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