

Job Title: Consultancy Development Lead (KTP Associate)

Job Description & Specification

JOB DETAILS

Department:	Agriculture and Environment	Salary Band:	Up to £45,700.00 subject to experience
Hours of Work	Full Time (37.5 hours)	Contract Type:	Fixed Term up to 27 months duration
Responsible To:	Dr Heather Campbell, Senior Lecturer in Entomology, Harper Adams University Anne Weinhold, Business Development & Fundraising Manager, Royal Entomological Society		
Work Location:	Royal Entomological Society Head Office, Islington, London, N1 7TA		
Holiday Allowance:	23 days		

JOB PURPOSE

The **Knowledge Transfer Partnership** (KTP) Associate will lead the establishment of a commercially viable consultancy arm for the Royal Entomological Society (RES) with Harper Adams University (HAU). The successful candidate will be able to leverage RES's leading position in insect science and HAU's business and entomology expertise to provide professional consultancy services for evidence-based practices in agriculture, conservation, ecological assessment and land management.

The KTP Associate will lead this unique and challenging project positioning a Learned Society to deliver paid insect science services in the UK environmental sector. This is an exciting opportunity to be at the forefront of a bold shift for this near 200-year-old charity, commercialising its knowledge dissemination whilst ensuring the Society's sustainability, expanding its impact, and delivering needed insect science across key industrial sectors. The KTP Associate will be joining an organisation with ambitious growth targets and a desire to diversify income streams while significantly increasing the real-world impact of insect science across selected target markets.

The role holder will need to use market analysis tools, financial and service delivery modelling as well as stakeholder engagement to develop commercial routes to market for insect and ecological surveys, expert training and advisory services. Key to the role is the development of pioneering 'first-to-market' offerings that will differentiate RES and potentially set new industry standards.

The Knowledge Transfer Partnership is an INNOVATE UK funded project in which the KTP Associate acts as the bridge between industry and academia. The KTP Associate has 10% of their time allocated to their own training and personal development, in addition to a training budget of £2,000 per year and mentorship from the academic and business partners.

ORGANISATIONAL PROFILES

Royal Entomological Society

Originally founded in 1833 as the Entomological Society of London, today the Royal Entomological Society (RES) is devoted to the understanding and development of insect science. The Society supports international collaboration, research and publication. We aim to show every person how remarkable and valuable insects are.

We have a publishing arm that has a growing journal portfolio and produces new books each year. We have a large entomological library and organise multiple conferences and meetings each year covering a range of scientific fields. Through our outreach work and events, the Society promotes and increases the public's understanding of insect science, including working with partners to deliver the annual 'Insect Week' event.

Governed by elected members and fellows of the Society, sitting as a council and chaired by the RES President, the organisation has a team of staff that run the Society and its day-to-day activities on behalf of the members. There are also many volunteers who support the Society's operations. Following a governance review and the development of a new vision and strategy, the Society is introducing a staffing structure to support its ambitious aims for the future. As a small team, all roles make a major contribution to the Society and will work with a number of others in achieving our vision to 'enrich the world with insect science'.

Harper Adams University

Harper Adams University is a welcoming, forward-thinking community of over 600 employees working together to create real, lasting impact – ensuring that everyone, everywhere, can access sustainable food, land, and animal systems. Our work contributes directly to planetary health, animal welfare and ultimately human wellbeing. We're passionate about what we do – and about the people we do it with.

We began life in 1901 as Harper Adams Agricultural College and became a university in 2012. Our Chancellor is Her Royal Highness The Princess Royal and our Vice-Chancellor, Professor Ken Sloan, joined us in 2021. We've invested more than £50 million in our estate in the last decade, including leading teaching, research and veterinary facilities, modern laboratories, and a purpose-built Veterinary Services Centre. Our commercial farm spans 494 hectares and plays an active role in our education, research, and knowledge exchange.

We are a world-respected provider of industry-led education and research in food production and technology, animal health, environmental sustainability and sustainable business. Our work is grounded through partnerships – with more than 1,100 organisations in the UK and

beyond – that fuel our research, shape our teaching, and deliver genuine impact.

MAIN ACTIVITIES & RESPONSIBILITIES

The successful candidate will have the potential to influence, build and scale a business, working with two long standing, well-resourced organisations, whilst ultimately having P&L responsibility and project management to facilitate successful delivery of an exciting new venture in which both organisations are committed to long term success.

Areas of responsibility will require the individual to:

- Lead the design and implementation of a consultancy function, including service models, pricing frameworks and operational processes.
- Translate technical entomological and environmental knowledge into commercial consultancy offerings and digital tools.
- Conduct market, sector and customer analyses to identify commercial opportunities.
- Develop operational systems, governance structures and quality assurance processes for consultancy delivery.
- Work with RES leaders to embed commercial capability across the organisation and support cultural change initiatives.
- Engage with stakeholders across academia, industry, NGOs and government.
- Manage timelines, reporting requirements and evaluation processes for the KTP programme.
- Facilitate knowledge transfer between the University and RES through structured collaboration.
- Produce internal reports, strategic recommendations and academic or sector facing outputs.
- Support the recruitment and onboarding of specialist or part-time contributors to the consultancy model.

PERSON SPECIFICATION

	Essential	Desirable
Qualifications	Undergraduate Degree	Post-graduate qualification. Candidate may also have qualifications of more specific relevance to the sector, e.g. Environmental Management, Agricultural Business Management, Environmental Studies or Entomology.
Experience	Experience in agricultural or environmental consultancy or a similar commercial environment	Leading a new area of business or innovation in a related area of the sector.
Knowledge/Skills	Commercial awareness IT literacy Project management experience Strong communication (verbal and written) and presentational skills for a variety of audiences Outstanding networking and interpersonal skills to be able to identify, acquire and manage effective relationships with high-level individuals and organisations.	Strong consultancy, environmental, or entomological sector knowledge, ideally with direct commercial experience.
Personal Qualities	Motivated self-starter with initiative Resilient and driven to challenge existing structures while developing new income models Team player with collaborative attitude Able to hold the room with multiple stakeholders from	



**Royal
Entomological
Society**



**Harper Adams
University**

	<p>different organisations across industry and academia</p> <p>Ability to develop new insights into situations and question conventional approaches</p> <p>Able to encourage new ideas and innovations, and design and implement new projects and processes.</p>	
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