



MALTA UNIVERSITY CONSULTING

Malta University Consulting Limited (MUC) provides management and technical consultancy, laboratory testing services and training services. The company is active in a number of fields which stem from the vast knowledge base residing within the University of Malta. MUC is part of the Malta University Holding Company Limited.

## CAREER OPPORTUNITY CONSULTANCY AND TRAINING EXECUTIVE

Reporting to the Manager – Consultancy Services, the Executive will be responsible to develop and manage various business lines of the company. This will include to:

- Source and coordinate the management and technical consultancy services unit;
- Manage commissioned works from industry by interfacing with the various laboratories, testing and research activities carried out primarily at the University;
- Identify, process and secure participation in national and international funding programmes and tenders;
- Organise and monitor the completion of training programme modules;
- Market the services to new clients and bring on new projects

The successful candidate is expected to consolidate the existing business lines and develop new areas, work on own initiative and coordinate with internal and external stakeholders. The position provides an excellent opportunity for experienced persons seeking further career advancement and development within a dynamic environment.

Ideally, the appropriate candidate should:

- Possess a minimum of Masters level of qualification related to Business Administration or Management and a Degree in a Scientific or Technical Area;
- Have a minimum of 3 years experience working with businesses in the private sector;
- Have experience in Project Management;
- Have aptitude to help build linkages between University and Industry and to drive the implementation of collaborative agreements with industry and other external private and public entities;
- Have aptitude to set up consultancy, training and sub-contracting agreements between the University and/or its Academics, and industry or other external private or public entities;
- Have a clear understanding of EU funding mechanisms and processes;
- Have a clear understanding of Public Procurement;
- Have excellent written, negotiation and verbal communication skills.

Applications, which should include a detailed CV with contact details of two referees, are to be addressed to the **Group Chief Executive Officer, Malta University Holding Company Limited, Robert Mifsud Bonnici Street, Lija LJA 1405** and received by not later than **28<sup>th</sup> January 2017**. Electronic applications may be sent to [info@muhc.com.mt](mailto:info@muhc.com.mt).

