

Research & Enterprise school of science, engineering & environment

Job Opportunity **TECHNICAL ENGINEER / KTP Associate position** VALVES INSTRUMENTS PLUS LTD

Astley, Greater Manchester, M27

Overview, Job Description and Person Specification



KTP Associate with Valves Instruments Plus Ltd

Overview

In collaboration with Valves Instruments Plus Ltd, The School of Science, Engineering & Environment have been awarded a Knowledge Transfer Partnership (KTP). The project's aim is to develop and embed a new 'Digital Design Delivery' capability and associated staff competence to transform Valves Instruments Plus (VIP) business from a Tier 1 product supplier to an advanced design service provider; developing the blueprint and roll-out of a new design function will allow greater market exploitation and business diversification for growth.

Based primarily at Valves Instruments Plus offices in Astley, Greater Manchester (M27), the successful applicant will manage the project, supported by experienced staff from both VIP and the University of Salford.

VIP is an independent regional engineering distributor, supplying the plumbing, building services and process industries. VIP has seen steady growth since its inception in 1985, evolving from a one-man operation to a \pounds 4m turnover business. Having invested heavily into sourcing own-brand products, VIP are now focusing on accelerating their national coverage through acquisition and growth.

VIP is renowned for customer service, aftercare and expertise. The technical design advice given within their expansion division is unique and sets them apart from the competition. As they enter into a period of rapid growth it is important that they maintain this as their USP, as they compete with larger, better known national companies.

The KTP will embed a digital transformation of VIP from a Tier-2 product supplier to a Tier-1 'one-stopshop' design service provider. This new capability will enable VIP to engage with clients at contract tender rather than post tender stage, a key enabler for increasing the opportunity for specifying own-brand products within new tenders whilst creating a new design service income stream.

Excellent training and career progression are available for the right candidate.

The Academic team at the University of Salford will be led by Prof Jason Underwood, Professor of Digital Built Environments, and Mr Andrew Fleming, Director of Admissions/Senior Lecturer at the University of Salford.



Job Purpose

The overarching strategy for this KTP project is to digitally transform VIP from a product supplier to a design services provider with the required capabilities to supply to Tier 1 contractors and also target design consultants to specify VIP Own Brand products. Offering a unique Design Specification Service will increase market share of VIP Own Brand products, enabling them to achieve significant growth in Own Brand sales leading to an increase net profit and increase in turnover.

In order to deliver their strategy, VIP need to implement a radical change in the way they manage their operations (Process), embed new digital capability (BIM/digital tools), and upskill/reskill staff to be able to deliver the new design service (People). A key component to this transformation is the implementation of a formal change management framework that enables the controlled and phased roll-out of the required process reengineering changes, technology adoption, and upskilling/reskilling of employees to achieve the level of integration across VIP.

This new capability will enable VIP to engage with clients at the early contract tender, rather than post tender stage. This is a key enabler for increasing the opportunity for specifying own-brand products within new tenders through their design service provision, whilst creating a new income stream opportunity from the delivery of the design service itself.

In addition, the Associate will have the opportunity to work at a strategic level within a dynamic company under commercial pressures, with the support of the Academic team from the University of Salford and the company supervisor.

Responsibilities

The Associate will take on the challenging task of running this 27-month programme of research and implementation as the Project Manager. This is an opportunity for the right candidate to become a key player within the business with an awareness of strategic and operational decision-making processes.

The key objectives for this KTP Project are as below;

- 1. Detailed Review and Audit of Current Situation and establish and consolidate the state-of-the-art and best practice knowledge
- 2. Detailed review and analysis of the organisation's current (as-is) situation
- 3. Develop digital design provision business transition strategy
- 4. Define & develop 'Own brand' intelligent component object libraries solution
- 5. Operationalisation of the digital design provision business transition strategy tool: design, develop, test and implement
- 6. Project review, evaluation & dissemination

This Job Description is a guide to the work you will initially be required to undertake. It may be changed from time to time to meet changing circumstances. It does not form part of your Contract of Employment.



Person Specification

Qualifications

| | The successful candidate should possess one of the following | E / D* | Tested by |
|---|---|--------|-----------|
| 1 | A minimum 2.1 BEng or BSc in Engineering, building services, or related discipline. The successful candidate will be encouraged to register for a higher degree (fees waived) | E | A |
| 2 | Masters level qualification in a relevant subject is desirable but not essential when applying for this post. | D | A |

Background & Experience

| | The successful candidate should have | | |
|---|---|---|-----|
| 3 | Knowledge and experience of building services engineering. | D | A/I |
| 4 | Knowledge and experience of Digital Construction/BIM, BIM and common data environment (CDE) technologies, BIM object component libraries, and software programming. | E | A/I |
| 5 | Experience of process modelling and process modelling methodologies/techniques and business process reengineering. | D | A/I |

Knowledge & Understanding

| | The successful candidate should have demonstrable knowledge and a good understanding of | | |
|---|---|---|-----|
| 6 | In depth understanding of digital transformation and the digital information management and delivery procurement requirements of Level 2 BIM/EN BS ISO19650 with some experience of its implementation. | E | A/I |
| 7 | Knowledge/expertise of building services (i.e. pipe stress analysis) | D | A/I |

Skills & Competencies

| | The successful candidate should demonstrate | | |
|---|---|---|-----|
| 8 | Good interpersonal and communication skills with the ability to elicit information | E | A/I |
| 8 | A high level of personal motivation and self-directed management of goals and self-directed management of goals and objectives. | E | A/I |



| 9 | A methodical approach to resolving novel problems and challenges | E | A/I |
|----|---|---|-----|
| 10 | Problem solving, with the ability to work with complex information and demonstrate analytical thinking | E | A/I |
| 11 | An inquisitive, curious and critical mind, with a methodical approach to resolving novel problems and challenges | E | A/I |
| 12 | The ability to lead staff at all levels through a programme of change | E | A/I |
| 13 | The ability to be assertive and to drive the project forward, together with the ability to undertake multiple tasks and to work individually and as part of a small team. | E | A/I |

*Essential or Desirable requirement