



# Partnership Manager

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*I work for the Energy Technologies Institute (ETI), an organisation which delivers engineering projects that accelerate the delivery of solutions to the UK's energy challenge – how to deliver affordable, secure, low carbon energy. Within the ETI, my role is to ensure that we deliver value to our stakeholders. This involves working with industry, government and academia to inform government policy, support companies developing the solutions, and to build investor and industry confidence in new approaches to energy. Prior to joining the ETI, I spent 15 years with E.ON, first as a combustion engineer and then as part of E.ON's R&D Management Team.*

## Why I chose my job?

I chose my job so that I can use my engineering skills to help others understand what is possible and to find solutions to a world-wide problem – how to stop the global warming that is currently occurring as a result of human activity.

## The day-to-day

There isn't a typical day for me. Every day I face a different challenge – these range from running meetings with Government in London to providing input to small companies in Nottingham (where I live) who are working hard to deliver the solutions at a grass-roots level. I also do a lot of work with universities and the Research Councils (national bodies who fund some university research). In the office, my key focus is working with colleagues to ensure that we are making the knowledge we are creating available to the largest audience possible.

## Key skills

Besides my technical skills and knowledge as an engineer, the most important skill in my role is the ability to communicate succinctly and clearly using a range of media. Ultimately, it comes down to the ability to tell a good story and engage others in that story so that they can share your vision and work with you to deliver it. Being able to work effectively in a team and relate to people at all levels in an organisation has also been crucial. The most important people are often those who think themselves least important.

## Qualifications

I am a Chartered Mechanical Engineer with a BEng degree and a PhD. I studied A Levels in Maths, Further Maths, Physics and Design Technology. You wouldn't necessarily need to be an engineer to do the job that I do, but it certainly helps. You would definitely need a degree.

## Salary & Progression

Typical starting salaries for engineers are in the range £20,000-£30,000. During your career you could expect this to rise to >£50,000, dependent on your skills and the sector in which you work. For some individuals, engineering becomes a route to senior management where salaries can be in excess of £100,000.

**Where to find out more:** The Engineering Council – [www.engc.org.uk](http://www.engc.org.uk)