

**Name:**

**Department (and Section where appropriate): Product Innovation Group**

**Grade: G3**

**Job Title: Value Optimisation Specialist**

**Immediate Line Manager (Job Title): Product Innovation Lead**

### **Job Purpose**

The Value Optimisation Specialist will be responsible for being the main external and internal point of contact for the Design to Value offering within Campden BRI. This will involve working with clients to optimise their products to ensure they deliver the maximum value to their consumers, and the client

### **Main Duties (including % of time spent)**

- Responsibility for business development and the strategy in the area and working with the Marketing and Sales teams to identify opportunities, including the generation of proposals for client work (30%)
- Manage and undertake work on behalf of clients, including the provision of advice, writing of reports for projects (45%)
- Developing methodologies and training internal staff (20%)
- Implement and maintain required systems of business management, working closely with the Group Lead (5%)

### **Knowledge, Skills & Experience**

- A Graduate in a scientific/technical subject or equivalent, or 5+ years' experience within food manufacturing/ FMCG
- 2+ years' experience of working within productivity, cost optimisation or similar role
- Knowledge of Design to Value/value engineering/Six Sigma principles and resources
- Proven competence of working in multi-functional project teams and resource utilisation.
- Proven understanding of consumer and sensory insights and their practical application
- Strong written and verbal communication skills
- Commercial and financial awareness

### **KEY TASKS & RESPONSIBILITIES**

#### **1. Communications**

- Proactive communication of information to Group Lead and wider team
- Interaction with clients, both internal and external, to generate new business, assist with problem solving and communicate complex information
- Ability to apply knowledge in new situations to solve complex issues
- Presentations to clients and wider audiences (i.e. conferences, seminars) of varying complexity to promote Campden BRI and disseminate project outputs
- Able to write project proposals ranging in complexity
- Able to write complex project reports, and translate findings for non technical audience.

#### **2. Analytical Skills & Creativity**

- Ability to assimilate multiple information streams and opinions to make sound decisions / recommendations and offer a structured approach to problem solving.
- Ability to translate complex insights into practical solutions
- Demonstrable experience in generating creative solutions to problems
- Capability to facilitate ideas generation sessions with both internal and external parties
- Financial awareness and analytical skills to produce clear recommendations based on data
- Able to develop, assimilate and share new ways of working and new though processes within wider business
- Able to identify growth areas for development of new services

**3. Management of Activities**

- Securing and managing projects effectively to achieve agreed objectives
- Ability to manage diverse project teams to deliver against a complex scope of work
- Securing resource from other teams
- Identify, coach and develop multifunctional ad-hoc teams for delivery of complex projects
- Work with Line Manager and other senior leaders to develop strategy, objectives and goals for business area

**4. Management of People**

- No direct reports but with an aspiration for a team to be built around this role

Associate Director – Group Lead - **JOB HOLDER**

**5. Management of Finance & Resources**

- Responsible for delivery of projects in accordance with budgetary constraints
- Ability to balance longer term objectives and deliver against shorter term deadlines with variable notice periods
- Responsible for delivery of an agreed income target

**6. Autonomy & Accountability**

- Working primarily under the supervision of the Group Lead but with general autonomy for decisions based on project-related and client-based activities
- Accountable for own performance in relation to financial, technical and service delivery / quality.
- Taking initiatives for continuous improvement
- Working closely with Marketing and Sales teams to develop the area
- Acknowledged role as a specialist in value optimisation and accountable for upskilling of wider teams

**7. Working Environment**

- Primarily based at Campden BRI (Chipping Campden site) but with some requirement to travel in the UK to conduct trials and consultancy in factories. Some of these trips will involve overnight stays.
- Requirement to undertake activities in processing environments and specialised laboratories.
- Wearing of PPE for some tasks will be required at Campden BRI and when off site at client sites.

**8. Other designated job roles** (Please tick those applicable)

Quality Co-ordinator  
 Safety Co-ordinator  
 First Aider  
 First Aid Leader  
 Mental Health First Aider  
 Fire Officer  
 Fire Leader  
 Software Co-ordinator  
 Trained internal Auditor  
 Equipment Officer  
 Departmental Archivist  
 Hygiene Manager  
 Process Hall Manager  
 Event Director  
 Risk Assessor  
 Biological Safety Officer  
 Safety Representative  
 Safety Committee Member  
 Sample Receipt Steward  
 Authorised Driver (in line with Car Policy) x

**DSE User** x

**Manual Handler**

**Signed & Dated**

Job Holder ..... Date .....

Line Manager ..... Date .....