



Working with industry: A practical guide

KRISTINA TAMANE

SPACE SECTOR LEAD –
UNIVERSITY OF EDINBURGH

CO-CHAIR –
ENVIRONMENTAL TASK FORCE,
SPACE SCOTLAND

What does industry want from Universities?

- Expertise – often in very niche fields
- Excellent facilities
- Links to talent (students as well as researchers)
- Data sets
- Networks: established long-term relationships
- Previous project experience
- Blue sky thinking- what will be next?



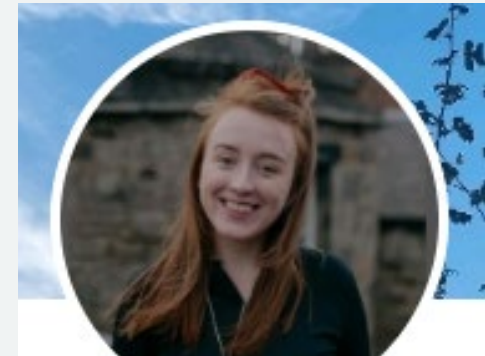
Ways to engage

Memorandum of Understanding (MoU) + strategic partnerships

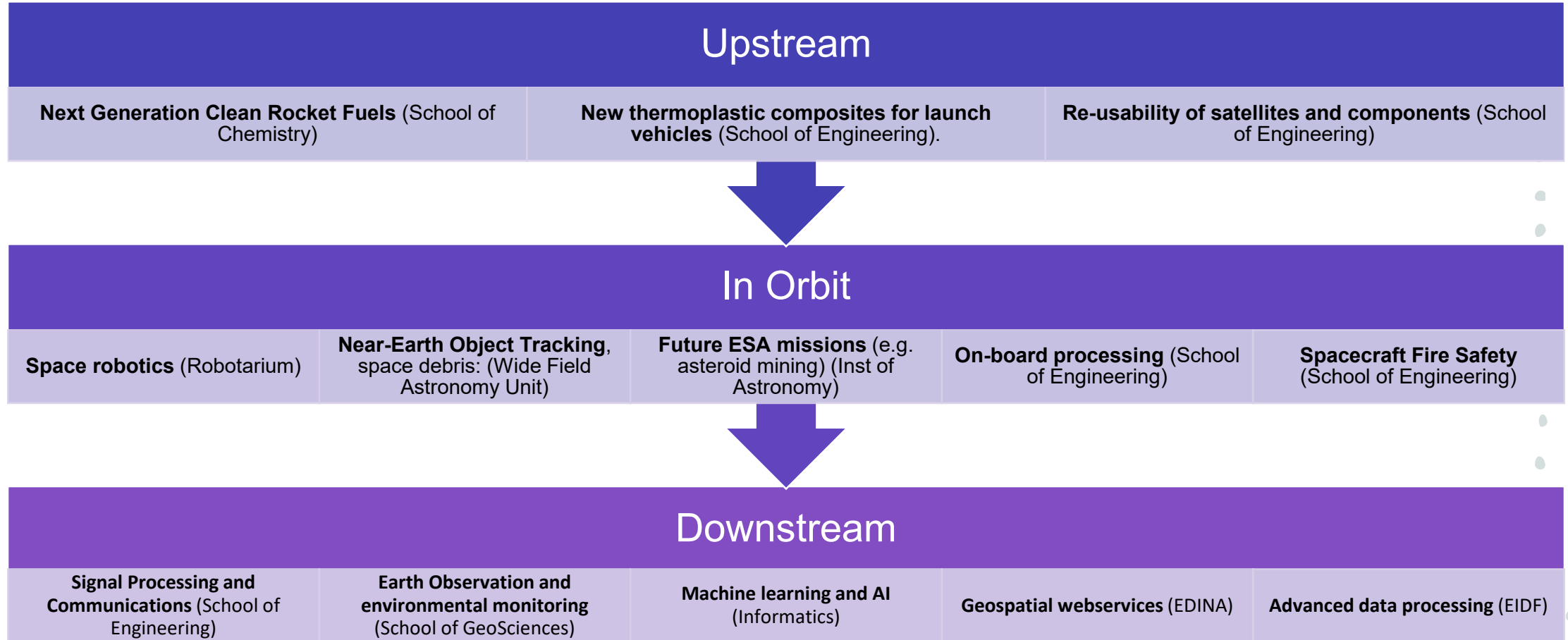


Student successes

- Charlie - PhD in Atmospheric and Environmental Science + placement student in Trade in Space – now shareholder and senior leader at Trade In Space
- Andrew – PhD Simulating the cropland carbon budget under the constraints of Earth observation data – now Lead Scientist in University spin-out Mercury
- Paula – MA in Geography – now Project Manager at Space Intelligence
- Mike – Space Law Masters – now works in Space Sustainability and Law at Alden



Space in Edinburgh: End to End



Space in Scotland

The Scottish Space Cluster 2020



£254m

Total income
In 2017/18



£880m

Total GVA
In 2017/18



8,000

Employees
In 2017/18



12%

Annual growth rate
2012/13 - 2017/18



14%

Share of UK space
industry contribution
to GDP



LE
London
Economics



Space manufacturing

Organisations: 66
Income: £90m
Employment: 880
GVA: £530m

**133 Scottish
space
organisations**



Space operations

Organisations: 9
Income: £40m
Employment: 105
GVA: £5m



Space applications†

Organisations: 57
Income: £100m
Employment: 550
GVA: £50m



Ancillary services

Organisations: 32
Income: £25m
Employment: 210
GVA: £20m





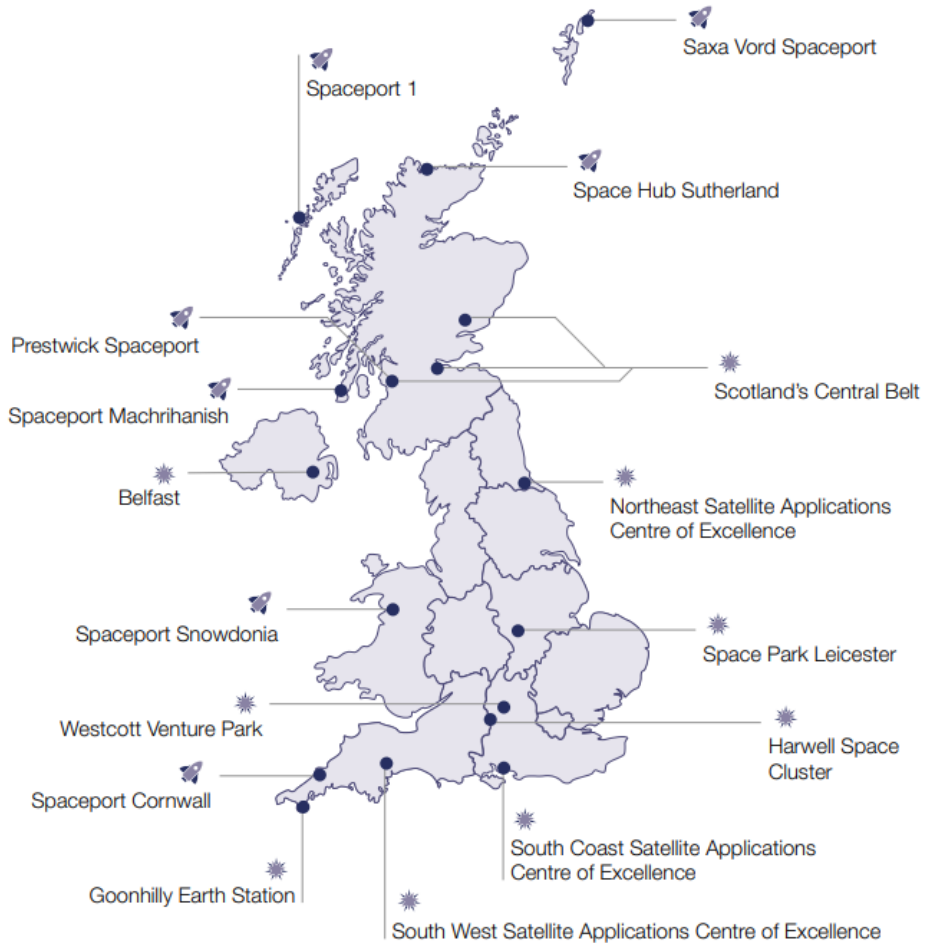
Scottish Enterprise

All figures are for the 2017/18 financial year. Some organisations partake in more than one segment. Figures also rounded up to avoid spurious accuracy. Exact figures available in full report.

spacescotland.org

Space in the UK

-  Proposed spaceport
-  Centre of space activity



Space sector in the UK



Total employment 45,086

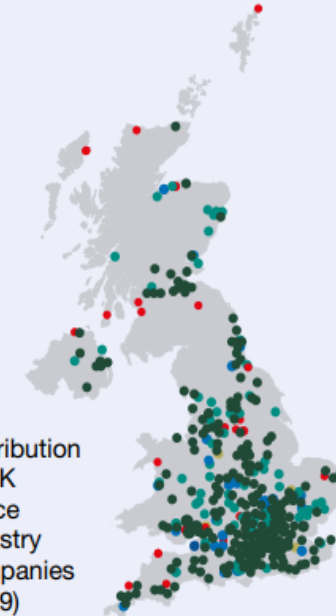
Number of employees



Regional distribution of UK space industry employment (2018/19)



Distribution of UK space industry companies (2019)



Student space groups...



Events to consider

- [North East Space Conference](#) – 22nd March 02023
- [Cluster Ecosystem Conference](#) – 21st March 02023
- [Wavelength 2023 - a conference postgraduates and early career researchers and professionals](#)
– 2nd – 4th April 02023
- [Edinburgh Science Festival](#) – 30th March – 16th April 02023
- International Disaster Charter session – 25th April 02023
- Scottish Space Futures Symposium – 20th and 21st June 02023
- Scottish Graduate Fair – June 02023
- UK Space Agency Conference [Belfast] – 21st – 23rd November 02023



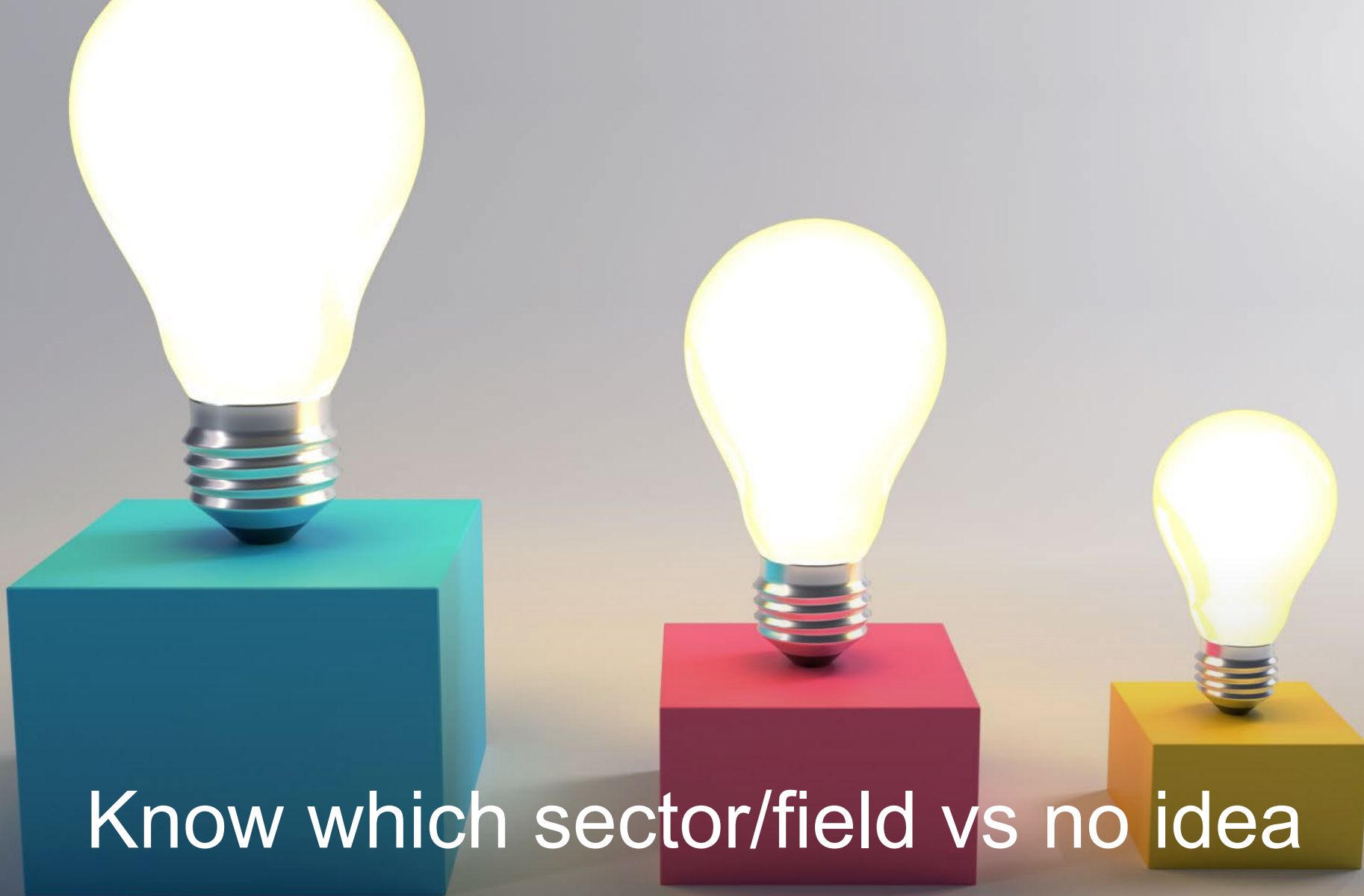
Questions to you



Academia vs Industry

A scenic view of a paved road with a yellow double line leading towards snow-capped mountains under a clear blue sky. The road is flanked by green vegetation and evergreen trees. The mountains in the background are rugged and partially covered in snow, with a clear blue sky above.

Clear route vs winging it?



Know which sector/field vs no idea

Practical next steps



To do

- Consider how your thesis and research is of interest to industrial partners
- Ponder whether you'd like to stay in academia or go into industry – or do both?
- Create/update your CV
 - Speak to Careers Services for any assistance on anything employability linked
- Collate a hit list of companies you like – and reach out for a coffee
- Find and attend relevant networking events – usually free
 - Have a business card or direct link via LinkedIn
- Have an elevator pitch ready for yourself – summarise your USP and interests
- Sign up to interesting newsletters – College student, Satellite Applications Catapult, UKSEDs

Useful links

- [PhD Horizons](#)
- [Space Placements in Industry](#) – open now
- [Data Lab PhD placements](#)
- Space Innovation Hub on [LinkedIn](#) and [Twitter](#)
- [Summer roles at UoE - 5 current positions as a taster](#)
- [Career Management for Researchers MOOC](#)





University of Edinburgh: a Space University

Kristina Tamane

K.Tamane@ed.ac.uk

07 901 104 545

0131 6514 664



Kristina Tamane

Space Sector Maestro |
Environmental Task Force for S...

