

Candidate Information

Position:	Business Alliance Manager (Health Sciences)
School/Department:	Business and Commercial Alliances
Reference:	19/107844
Closing Date:	Friday 11 October 2019
Salary:	£41, 526 to £51,034 per annum
Anticipated Interview Date:	Friday 8 November 2019

JOB PURPOSE:

Reporting to the Head of Business Alliance, the post holder is responsible for establishing and developing strategic relationships and partnerships between the University and the business community, with a specific focus upon Health Sciences research. The role will seek to identify collaborative research opportunities, provide support to academic staff in working with external funders regionally and nationally, and lead initiatives to facilitate increased and improved business collaboration.

MAJOR DUTIES:

1. To develop strategically important relationships with key stakeholders from the business community regionally, nationally and internationally. Working closely with those stakeholders from the Health Sciences sectors, to develop strategies for collaborative research activities, using a depth of discipline-related knowledge and expertise.
2. To maintain an up-to-date awareness of collaborative research funding mechanisms (e.g. INI, Innovate UK, EU) and match these to academic staff within the University, with a view to developing collaborative grant applications in the Health Sciences sectors. To use initiative to identify and pursue collaborative R&D opportunities.
3. To provide specialist project management support for major collaborative R&D projects within Health Sciences research, working with leading researchers to deliver industry-relevant, sustainable outcomes. This will involve working across a range of collaborative partners to develop project plans and manage specialist issues such as deliverables, IP and project communications.
4. To provide an outward-looking interface for the University in its research collaborations with industrial partners within the Health Sciences sectors. In particular managing key strategic relationships and identifying long-term objectives as well as working with SME partners to provide tactical support and advice.
5. To implement, coordinate and manage mechanisms to drive collaborative research within the Health Sciences sectors. This may include the management of industry placements/secondments, the development of networks, monitoring of progress and measurement of outcomes.
6. To develop networking and communication channels with key business stakeholders to foster closer working relationships and to develop the University's profile in the Health Sciences sectors.
7. To provide support to researchers within the Health Sciences sectors in the pricing and negotiation of collaborative research projects at the development stage, assisting academic staff with project planning and application development.
8. To represent the University on external fora and develop the University's reputation, input and influence in its engagement with policy-makers and businesses. (E.g. DfE, Matrix, Innovate UK).
9. To develop and maintain an awareness of the needs of SMEs within the Health Sciences sectors, seeking to identify common business needs and solutions through collaborative research, specialist support and/ or CPD opportunities.
10. To manage the University's wider relationships with businesses, research institutes and Further Education colleges within the region seeking to ensure a joined-up and cohesive approach to industry-related initiatives.

Planning and Organising:

1. To plan and organise activities relevant to the Health Sciences sectors within the context of a wider Business Alliance strategy ensuring a cohesive approach to key stakeholders.

2. To provide dedicated project management activities, for collaborative research projects involving academic and commercial partners – outlining key milestones and delivery plans.
3. To undertake effective relationship management with business and academic partners within the Health Sciences sectors, ensuring research activities and networking events are coordinated, planned and managed.

Resource Management Responsibilities:

1. To provide advice to academic staff in the costing and pricing of collaborative R&D programmes.
2. To support the Head of Business Alliance in the deployment of strategic funds to support business engagement activities – e.g. secondment initiatives.

Internal and External Relationships:

1. To manage key relationships with external business stakeholders, in relation to collaborative R&D opportunities within the Health Sciences sectors.
2. To work closely with other business-facing areas of the directorate (e.g. Commercial Development Managers, KTP Manager) and across the University (e.g. staff within the Alumni and Development office) to deliver an integrated approach to business engagement.
3. To represent the University at external fora, developing networks with businesses and research funding stakeholders regionally, nationally and internationally.
4. To work closely with academic researchers, and the relevant Faculty PVC and Heads of School, to promote collaborative funding opportunities and develop levels of business engagement within the faculty.
5. To work closely with managers involved in University/ Industry research centres to develop cohesive links with businesses.
6. To work within the region to develop relationships with SMEs and build the profile of the University.

ESSENTIAL CRITERIA:

1. An honours degree or equivalent in a relevant subject area e.g. Biomedical Sciences, Pharmacy, Biochemistry.
2. Experience of working within an experimental or developmental research environment.
3. At least 3 years relevant experience of managing relationships and project management in a collaborative context within the Health Sciences sector.
4. Experience of working with the business community and personal responsibility for ensuring socio-economic outcomes are delivered.
5. Practical experience of compiling grant/contract bids and the processes involved.
6. Evidence of strong interpersonal and networking skills with ability to relate to and influence internal and external stakeholders.
7. Well-developed analytical skills and ability to analyse complex information to problem solve and inform decision making.
8. Ability to work independently with a high level of self-motivation, whilst also working in a wider team.
9. Excellent written and oral communication skills as well as an ability to influence at all levels.

DESIRABLE CRITERIA:

1. A relevant postgraduate or professional qualification.
2. Evidence of large scale project planning and management.
3. A track record of success in a private sector context.
4. Demonstrable evidence of experience and expertise in Financial Management.
5. Demonstrable knowledge of current and potential developments related to all aspects of university research and the funding of research in a University.
6. Evidence of managing events/ workshops involving members of the business community.