

## **Northern Health Science Alliance (NHSA) Industry Partnerships Manager**

**Responsible to:** Head of Corporate Engagement, the NHSA

**Responsible for:** N/A

**Salary:** circa £50k, dependent on experience

**Contract:** Fixed Term for 3 years

**FTE:** Full time

### **Background Information**

[The Northern Health Science Alliance](#) (NHSA) was established in 2011 and acts as a front door to the North of England's health research system, working for a healthier, wealthier region. As a partnership established by the leading universities, NHS Hospital Trusts and all four Academic Health Science Networks in the North of England, the NHSA acts as an advocate for, and provides a portal to, its internationally recognised health science excellence.

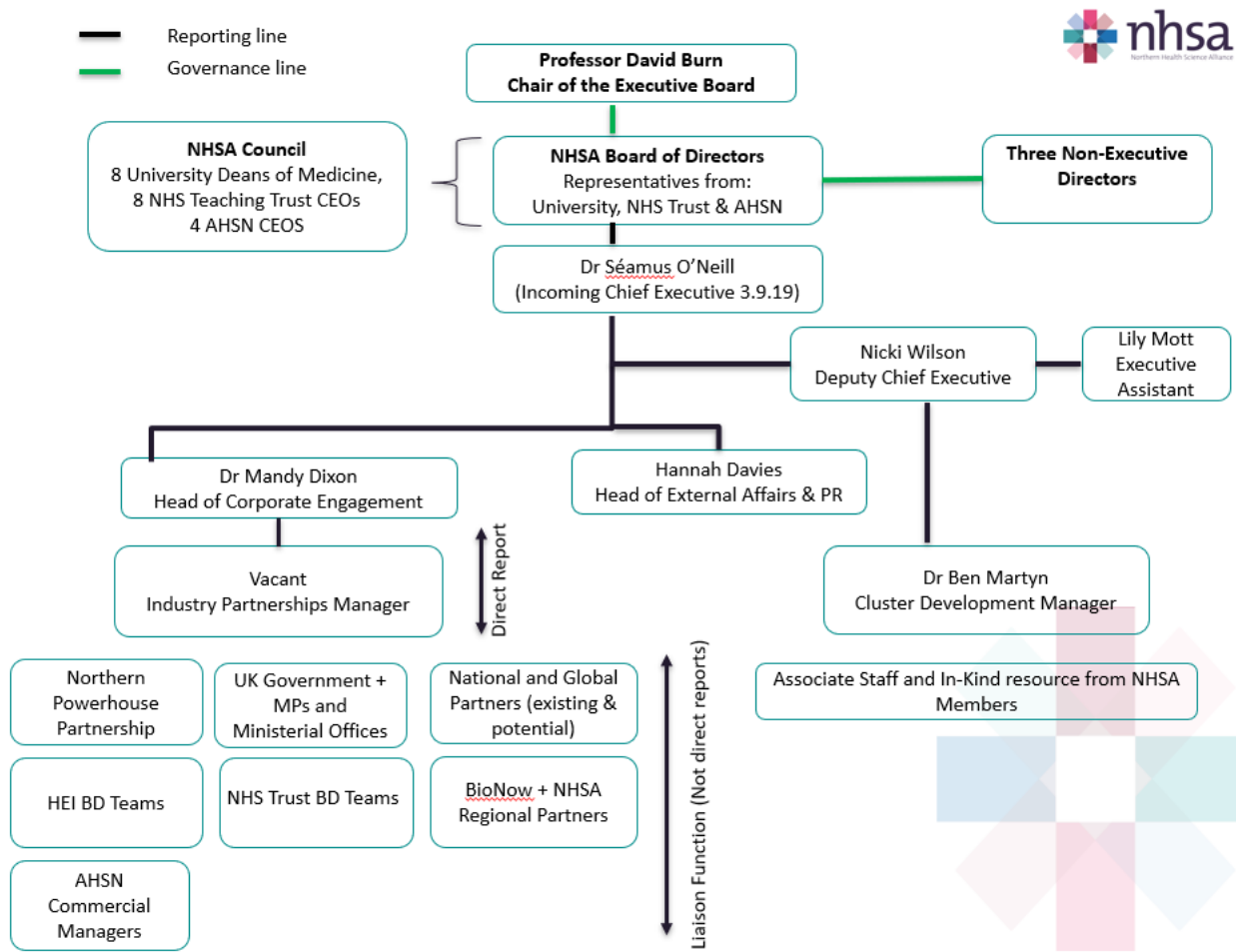
The NHSA has enjoyed significant success in creating opportunity and value for its member organisations and currently counts 24 constituent organisations, which include 10 research-intensive universities, 10 research-active NHS trusts and the four Northern Academic Health Science Networks. By bringing the Alliance together it has been able to leverage individual organisational strengths and capabilities for greater impact, raising the profile of health science in the North of England, attracting research funding from traditional and non-traditional sources, and contributing to better patient outcomes in its regions.

In 2019, the NHSA in collaboration with our sister health and life sciences cluster, [MedCity](#), was awarded £4.5m by [Research England](#) to foster economic growth and help speed up the development of health innovations to the public. As part of this programme, over the next three years the NHSA will focus on strengthening links across the life science clusters in the UK; delivering against the Industrial Strategy and championing the UK's life sciences offer internationally to attract investment into the sector. This role will play a key role in achieving these aims.

### **Guiding Principles of our Organisation and the Role:**

Whilst the successful applicant will have the title of 'Industry Partnerships Manager', we are looking for an 'all-rounder' who understands the necessity for teamwork and the importance of rolling up their sleeves to assist in all areas of our activity whenever they are needed. The day to day activity outlined below should be viewed as a guide only, and the successful applicant can expect their role to be diverse with no two days being the same.

## Organisational Structure:



\*The above Organisational Structure diagram illustrates where this role will sit, but please be aware that further roles will be added to the current structure at a later date.

## Job Description

### **Main Purpose of the Role:**

With a unique blend of external and internal facing duties, this role represents an exciting and dynamic opportunity to significantly develop the NHSA's capabilities in a core area of our activity. This post will be at the forefront of delivering the NHSA's commercial engagement activity, working closely with NHS, University and AHSN members across the North as well as commercial organisations within the UK and internationally.

The role will suit an individual wishing to work at the intersection of business and health, alongside leading researchers, clinicians and innovative SMEs as well as global corporates. The successful applicant will work with our existing networks and have an understanding of the different sectors the Alliance serves, with a core focus of maintaining relationships with our constituent member institutions and organisations across the entire Northern region and championing their collective expertise on domestic and international stages. They will need to successfully engage with a wide variety of stakeholders at all levels and from a variety of backgrounds and cultures, possess a flair for influencing decision making and negotiation, and have an ability to drive communications with varied groups of people.

The successful applicant will also need to demonstrate an ability in terms of business development and related operational systems with credibility, dynamism, energy, resilience, emotional intelligence plus an ability to successfully manage competing demands on time and resource. The ability to delegate when appropriate is crucial in order to manage competing demands on your time and, most importantly, to not favour one constituent member of the Alliance over another in order to maintain the 'honest broker' credibility that the NHSA has fostered.

Ideally based in the North of England, there will be significant national and international travel involved in successfully carrying out the role coupled with some unsociable hours - all of which is expected to be managed through a flexible working arrangement.

Over the next three years this role will support the Head of Corporate engagement and wider NHSA team in developing commercial engagement opportunities for members, supporting delivery of the UK Industrial Strategy and Life Sciences Sector Deals; promoting the assets of the North internationally and supporting the development of clusters. The postholder will play a pivotal role in shaping and delivering all aspects of the NHSA's commercial engagement, including:

### **External Facing:**

- Fostering regional, national and international commercial engagement closely aligned to our thematic areas of activity (healthy ageing; data and learning systems; health inequalities; mental health; translational research)
- Raising the profile of the Alliance's constituent members and strengths domestically and internationally
- Developing and promoting the NHSA's capabilities to the commercial sector
- Coordinating industry enquiries and managing member responses
- Attending meetings and scheduling visits between industry partners and member organisations

- Pursuing strategically important and significant opportunities in health and the life sciences communities across domestic and international markets – with a particular focus on emerging markets linked to UK economic development
- Leading on, and supporting, the organisation and delivery of international delegations
- Developing relationships with member organisations and operational contacts to support and improve industry engagement including, where appropriate, project management responsibilities.
- Collecting and collating testimonials from industry partners, and working with the NHSA Head of External Relations to develop case studies
- Writing blogs to support the work, activity and visibility of the two organisations
- Attending conferences, either as a delegate or representing the NHSA on stands
- Promoting the NHSA and its members via social media

**Internal Facing:**

- Providing support to the Head of Corporate Engagement with regard to day to day operational matters relating to commercial engagement
- Maintaining Customer Relationship Management (CRM) systems
- Writing industry business reports, providing information on current industry trends and opportunities
- Undertaking due diligence checks as required
- Staying up to date with sources of funding for industry collaboration
- Co-ordinating and supporting pan-Northern funding proposals

**Key Programme-Specific Activity includes but is not limited to:**

- Lead delivery of regional, national and international commercial engagement activity within the NHSA, primarily maintaining and developing engagement with clinicians, academics, multi-national companies and SME's, patients and public, third sector and relevant charities and other private/public sector organisations for the benefit of our Alliance members.
- Maintain and develop the delivery of projects and studies in liaison with multiple NHSA constituent member institutions and organisations.
- Represent and promote the North's health and life science activity, assets and capabilities to domestic and international audiences.
- Support the Chief Executive and Deputy Chief Executive by contributing to the strategic direction of the NHSA, being responsible for co-implementation and co-delivery in order to achieve the NHSA's overall mission and vision.
- Support operational aspects of delivery of the UK Government's Industrial Strategy and applications the NHSA supports within the Industrial Strategy Grand Challenge Fund.
- Work closely in liaison and partnership with NHSA thematic areas; namely healthy ageing, data and learning systems, health inequalities, mental health and translational research and work with a clear understanding of the ways in which the various functions of the organisation dovetail and impact upon each other.
- Champion and promote the Alliance externally to networks at regional, national and international level, leveraging the talent and assets within the Alliance.
- Develop and maintain key relationships with other national and international health and life sciences stakeholders and partners, particularly in the commercial sector.

## Person Specification:

E: Essential, D: Desirable

<b>Qualifications</b>		<b>Evidence</b>
Appropriate qualification(s) at degree level or equivalent.	E	CV
Postgraduate qualification(s) in a relevant discipline or evidence of significant relevant continuing professional development.	E	CV
<b>Knowledge, Skills and Experience</b>		
Proven record of management experience in a complex, multi-stakeholder and trans-sector environment.	E	Cover Letter
Proven track record of convening multi-agency, multi-disciplinary stakeholders for the purpose of addressing mutual challenges and formulating a shared goal and ambition.	E	Interview
Proven experience of submitting relevant health funding proposals.	E	Cover Letter
Knowledge and understanding of UK Government, national and regional priorities, strategy and policy relating to the health and life sciences community and particularly the Industrial Strategy and Industrial Strategy Grand Challenges.	E	Presentation & Interview
Comprehensive knowledge of the North of England as a culture and community, along with its assets, opportunities and challenges for engagement with the commercial health sector.	E	Presentation & Interview
Ability to balance the demanding and sometimes conflicting expectations of our constituent members, and the ability to not prioritise one constituent member organisation over another therefore ensuring equity and trust across the membership.	E	Interview
Excellent interpersonal, motivational, negotiating, influencing and analytical skills.	E	Interview
Ability to prioritise and manage a complex and demanding workload and support others to do likewise	E	Interview
Experience of working with or within the commercial sector in a business development or related role	E	Cover Letter
A sound understanding of the commercial health sector	E	Interview
Confidence in terms of the way in which the constituent sectors of the NHSA sit alongside each other, interact and often dove-tail; and the strategic drivers of the various sectors.	E	Cover Letter
Knowledge of the working systems of the NHS, its priorities and challenges and the commercial opportunities open to them both domestically and internationally.	D	Interview
Knowledge of the working systems of HEIs along with domestic and international commercial opportunities within Academia and Industry.	D	Interview
Knowledge of the working systems of Academic Health Science Networks (AHSNs); their function as an innovation portal and the way in which their objectives interface with those of the NHSA.	D	Interview

<b>Attributes and Behaviours</b>		
Credible influencer and negotiator with the ability to shape decisions with a variety of audiences.	E	Interview
Energetic and dynamic with a demonstrable passion to uphold and champion the NHSA's vision and mission to a variety of audiences.	E	Interview
Emotionally intelligent communication in all formats; with colleagues, Alliance members and stakeholders of all levels and backgrounds.	E	Interview
Demonstrate perception and an astute political acumen.	E	Interview

A word about Confidentiality and Data Protection: The NHSA takes its responsibilities very seriously, and the role-holder must maintain the confidentiality of sensitive information about staff and any other personal information and meet the requirements of the Data Protection Act (2018) at all times. The role-holder must comply with all NHSA policies and procedures at all times.