



Northern Health Science Alliance (NHS A) - Head of Corporate Engagement

Responsible to: Chief Executive, the NHS A

Responsible for: Business Development Officer and Analyst, the NHS A

Salary: Commensurate upon experience circa £60k

Contract: Full time (based on a 40-hour working week) fixed term for one year initially, pending funding approval to extend fixed term to three years

Background Information

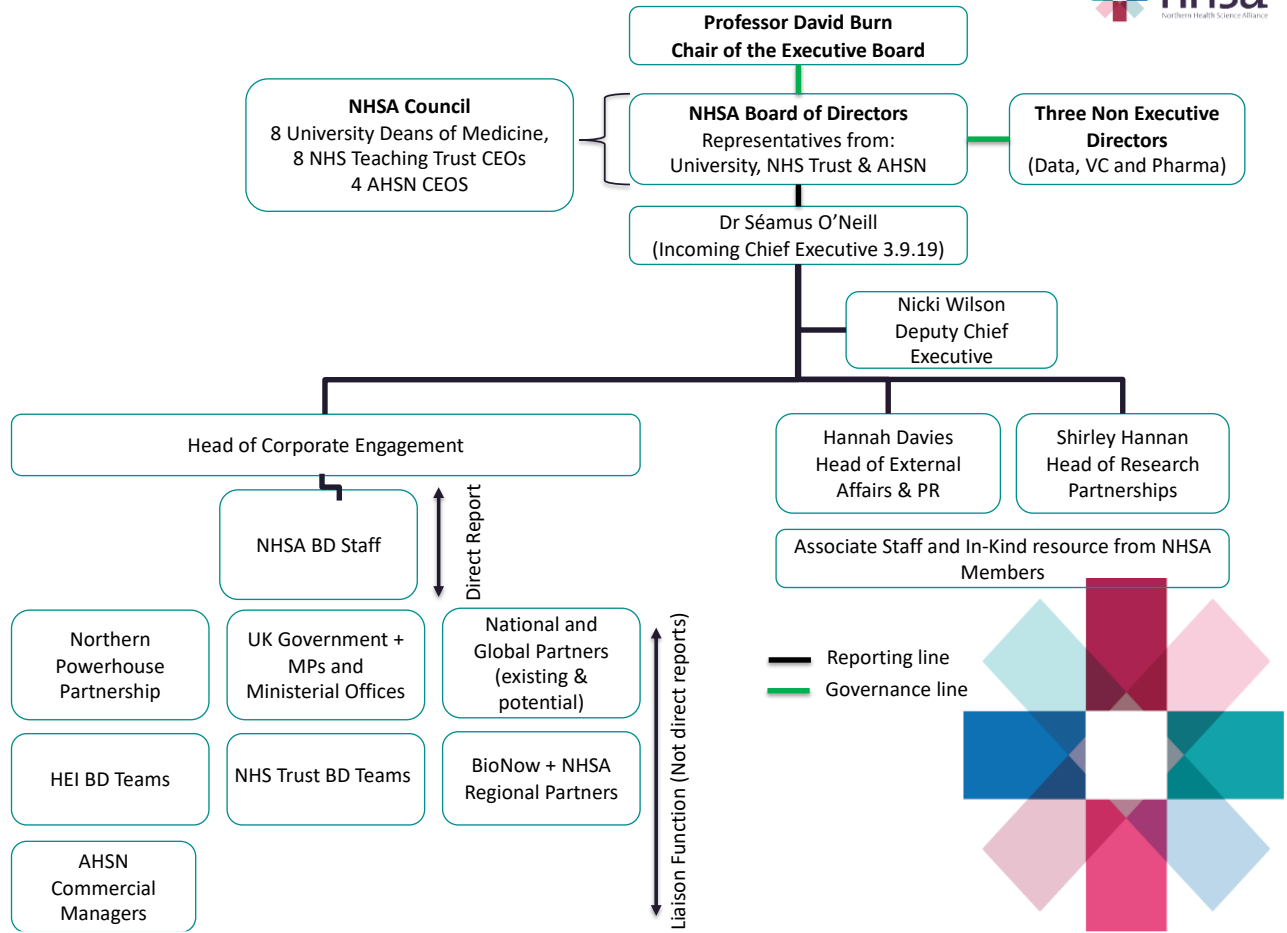
[The Northern Health Science Alliance](#) (NHS A) was established in 2011 and acts as a front door to the North of England's health research system, working for a healthier, wealthier region. As a partnership established by the leading universities, NHS Hospital Trusts and all four Academic Health Science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

The NHS A has enjoyed significant success in creating opportunity and value for its member organisations and currently counts 24 constituent organisations, which include research-intensive universities, 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.

Guiding Principles of our Organisation and the Role:

Whilst the successful applicant will have the title of 'Head of Corporate Engagement' and have line management responsibility for business development staff, we are looking for an 'all-rounder' who understands the necessity for team work 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



Job Description

Main Purpose of the Role:

Positioned at the helm of the corporate engagement function to our organisation, the Head of Corporate Engagement role is pivotal and has three clear foci:

- bringing together commercial organisations, clinicians and academics to pursue strategically important and significant opportunities in health and the life sciences business development;

- raising the profile of the Alliance's constituent members and strengths in the UK and internationally; and
- honest-broker leadership, managing the Alliance's commercial responsibilities in liaison with the Alliance's constituent member commercial teams.

This represents an exciting opportunity to make a significant impact on health outcomes, and the diverse nature of the role focuses on people and engagement in all its forms. The Head of Corporate Engagement will report directly to the Chief Executive.

The successful applicant will work with our relevant 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. They will need to successfully engage with a wide variety of commercial, academic and NHS stakeholders at a senior level, possess a sophisticated flair for influencing decision making and negotiation, have an understanding of the ways in which academics and clinicians work, as well as an ability to drive communications with these groups.

The successful applicant will also need to demonstrate credibility, dynamism, energy, resilience, emotional intelligence and 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 NHTA has fostered. Ideally based in the North of England, there will be significant national and international travel involved in successfully carrying out the role.

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

- Lead commercial activity within the NHTA, primarily maintaining and developing engagement with the health and life sciences industry, relevant charities and other private/public sector organisations for the benefit of our constituent member institutions and organisations.
- Maintain and develop the delivery of any live industry studies through NHTA constituent member institutions and organisations.
- Support the Chief Executive and Deputy Chief Executive by contributing to the strategic direction of the NHTA, being responsible for co-implementation and co-delivery in order to achieve the NHTA's overall mission and vision.
- Lead on commercial aspects of supporting the delivery of the UK Government's Industrial Strategy and applications the NHTA coordinates within the Industrial Strategy Grand Challenge Fund.
- Work closely in liaison and partnership with other NHTA programmes of activity; namely external affairs, research partnerships / strategic projects and operations with a clear understanding of the ways in which the various functions 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 senior national and international commercial stakeholders and partners.
- Along with other members of the NHTA team, represent and promote the North's health and life science assets and capabilities to an international audience when required to do so.
- Provide robust line management and motivational leadership to the Corporate Engagement staff within the core team including responsibility for annual reviews and professional development.

Person Specification:

E: Essential, D: Desirable

Qualifications		Method of Assessment
Appropriate qualification(s) at degree level or equivalent.	E	CV
Postgraduate qualification(s) in a relevant discipline or evidence of significant continuing professional development.	E	CV
Knowledge, Skills and Experience		
Proven record of senior management experience in a complex, multi-stakeholder and trans-sector environment.	E	CV
Working knowledge and evidenced experience of maintaining CRM systems, creating commercial pipelines and maximising upon commercial enquiries/connections.	E	CV
Knowledge and understanding of UK Government and regional commercial priorities, strategy and policy relating to the health and life sciences community, e.g. Industrial Strategy and Industrial Strategy Grand Challenges.	E	Interview
Comprehensive knowledge of the North of England as a culture and community, along with its assets and challenges.	E	Presentation
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	Presentation
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 managing budgets at either a strategic or operational level	E	CV
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	Presentation
Knowledge of the working systems of the NHS, its priorities and challenges and the commercial opportunities open to them both domestically and internationally.	D	CV

Knowledge of the working systems of HEIs along with domestic and international commercial opportunities within Academia and Industry.	D	CV
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	CV
Attributes and Behaviours		
Credible influencer and negotiator with the ability to shape decision making at a senior level.	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