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| Job Description |  |

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| Job Title | Commercial Partnerships Manager |
| **Department** | Life Sciences Innovation Centre within the Faculty of Science, Health and the Environment |
| **Responsible To** | Head of Health Research and Innovation |
| **Responsible For** | N/A |
| **Grade** | Eight |
| **Location** | Life Sciences Innovation Centre (LSIC), Inverness  |
| Job objective |
| The Commercial Partnerships Manager will play a crucial role in facilitating business collaborations with research resulting from LSIC activities, and in promoting these to a range of audiences who have the potential to engage with, fund, support, contract or partner with UHI’s ‘One Health’ (integrated human, animal and environmental health) initiatives.To lead the design and delivery of a targeted programme of engagement across a wide range of industry and research partners and stakeholders within the region and beyond to stimulate income generation, knowledge exchange, innovation and commercialisation of research in the One Health arena.In the first six months of the post, the postholder will support the business plan for LSIC, specifically in relation to business development/ commercial and income generating aspects to help deliver of the significant innovation outcomes and impacts of the City-Region Deal and European Regional Development Fund (ERDF) projects in the areas of health and life sciences. |
| Key duties & responsibilities |
| **Life Sciences Innovation Centre focus (Initial focus)*** Serve as the strategic lead for all LSIC-based innovation workstreams.
* Lead and deliver the implementation plan for UHI’s life sciences innovation, with a particular focus on the City-Region Deal and ERDF project until completion in March 2025.
* Leverage an understanding of the Life Sciences sector at regional, national and international levels to drive collaboration with industry and third sector to develop a robust business development and partnership pipeline.
* Lead pro-active and strategic engagement with stakeholders, including commercial, healthcare and academic entities, in developing and delivering collaborative innovation activities to targets, involving researchers across UHI under the banner of One Health.
* Lead the design and implementation of an Open Innovation model for LSIC.
* Ensure that the facility supports the development and progress of a coherent pipeline of innovation projects, with a specific focus on the early technology readiness levels that LSIC is designed to deliver.
* Establish a close working relationship with the Life Sciences team at Highlands and Islands Enterprise (HIE) to ensure UHI’s academic activities dovetail with those of HIE and foster cross-fertilisation of ideas and projects within LSIC that provide tangible benefits to stakeholders and UHI.
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| **Development of innovation and commercialisation for researchers across UHI’s Academic Partnership*** Work in close partnership with the UHI Economic Development and Advancement team, Knowledge Exchange team, academic leadership, legal services and Grants and Contracts to ensure adherence to strategic objectives, wider stakeholder engagement, resourcing and compliance.
* Ensure the development of close links across the wider UHI Academic Partnership under the banner of One Health, including co-ordination of the University’s newly established One Health sectoral group, with particular attention to defining and delivering on targets to ensure positive and sustainable outcomes for both UHI and stakeholders
* Enable research teams across the UHI partnership to enhance their services by providing advice and facilitation in research innovation and commercialisation, particularly in the One Health arena
* Closely engage across UHI’s Executive Office and the wider UHI Partnership to ensure optimal use of human and technical resources to deliver ambitious Knowledge Exchange, Innovation and Commercialisation targets.
* Provide significant expertise to the development of a sustainable IP strategy.

**Governance, management and stakeholder engagement** * Engage with and report to various internal governance groups.
* Ensure the detailed completion of the reporting required by the external funders and others to ensure compliance with prescribed outcomes.
* Maintain a compliant and detailed audit trail of achievement of research and innovation outcomes, including those that are linked to activities from other internal and external stakeholders.
* Interact with stakeholders in health, life sciences and related sectors locally and beyond to raise the profile of UHI’s research capabilities, including pro-actively representing UHI externally and at various sectoral governance and management groups when required.
* Manage delegated projects and budgets as required

**General duties*** To participate in the university’s performance and development review procedure.
* To take due care of yourself and others in respect of health and safety.
* To attend training courses that may be identified as necessary by your line manager.
* Such other duties temporarily or on a continuing basis, as may reasonably be required, commensurate with your grade.
* Contribute to UHI's climate, biodiversity, and sustainability goals, including net-zero by 2040.

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| This is a description of the job as it is presently constituted. It is normal practice to periodically review job descriptions to ensure that they are relevant to the job currently being performed, and to incorporate any changes which have occurred or are being proposed. The review process is carried out jointly by the line manager and employee and you are therefore expected to participate fully in such discussions. In all cases, it is the university’s aim to reach agreement to reasonable changes, but where it is not possible to reach agreement the university reserves the right to make reasonable changes to your job description which are commensurate with your grade after consultation with you.Date: 10 April 2023 |