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| Person specification |  |

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| **Job Title** | Commercial Partnerships Manager |
| **Department** | Life Sciences Innovation Centre |
| **Responsible To** | Head of Health Research and Innovation |
| **Responsible For** | N/A |
| **Grade** | Eight |
| **Location** | Life Sciences Innovation Centre, Inverness |

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| **Criteria** | **Essential** | **Desirable** |
| **Qualifications** | * Degree level qualification or equivalent professional experience in a relevant field. | * Post-graduate qualification in a business-related, life sciences or health related discipline |
| **Experience** | * Experience in innovation management, technology commercialisation or product development, or knowledge exchange, from identification of opportunity to contract, with supporting reporting and metrics * Successful stakeholder management and partnership building at all levels between internal and external stakeholders, including academia, industry partners and investors. * Project Management. Proven ability to lead cross functional teams, manage complex projects and drive innovation initiatives from concept to market launch. * A track record of successfully bringing innovation products or technologies to market, working with compliance requirements from external funding | * Research experience in an academic setting * Innovation facility operational management * Experience of other international life science clusters * Experience of the health innovation sector * Commercialisation work as an inventor, intermediary or advisor * A strong professional network within the innovation ecosystem, particularly in the life science sector at Scottish and UK levels |
| **Knowledge and skills** | * Strong understanding of industry trends, emerging technologies and market dynamics. * Knowledge of innovation models and systems * Familiarity with intellectual property management and licencing processes * Project management * Budget management * Analytical skills: proficient in analysing market data, competitive landscapes and financial models to inform strategic decisions * Stakeholder engagement: excellent communication and relationship building skills * Change management: ability to navigate organisational change and drive adoption of new processes and technologies * Knowledge of the Life Sciences/ One Health sector at Regional, National or International level(s)Business planning * Ability to prioritise competing demands in a complex organisational environment | * Knowledge of innovation and venture funding * Knowledge of the higher education sector * Knowledge of the economy and socio-demographics of the UHI regions * Leadership within a matrix management context * Negotiation skills, proficient in negotiating partnerships and joint ventures |

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| **Personal qualities** | * Entrepreneurial mindset and passion for innovation: demonstrated creativity, adaptability and solutions-orientated. * Results driven: Ability to deliver outcomes against targets to deadlines * Ability to inspire innovation and foster a culture of creativity * Resilience; ability to handle ambiguity, setbacks, constraints * Highly organised * Self-motivated and ambitious * Adaptable * Active listener * Collaborative: a team player who thrives in a collaborative environment * Commercial thinker: understanding of business models, revenue streams and market strategies * Ethical; commitment to ethical conduct, integrity and transparency * Commitment to support the achievement of UHI's Sustainability Policy and Strategy 2023-30 objectives |  |
| **Other circumstances** | * Ability to attend meetings and events across the UK and abroad | * Knowledge of, or interest in, Gaelic language and culture. * Commitment to support the achievement of UHI's Sustainability Policy and Strategy 2023-30 objectives. |

Date: 07/08/24