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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
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| **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
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| **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
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| **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.
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Date: 07/08/24