

# The Alan Turing Institute

## **PARTNERSHIP DEVELOPMENT LEAD**

### **THE ALAN TURING INSTITUTE**

There has never been a more significant time to work in data science and AI. There is recognition of the importance of these technologies to our economic and social future: the so-called fourth industrial revolution. The technical challenge of keeping our data secure and private has grown in its urgency and importance. At the same time, voices from academia, industry, and government are coming together to debate how these technologies should be governed and managed.

The Alan Turing Institute, as the UK's national institute for data science and artificial intelligence, plays an important part in driving forward advances in these technologies in order to change the world for the better.

The Institute is named in honour of Alan Turing, whose pioneering work in theoretical and applied mathematics, engineering and computing is considered to have laid the foundations for modern-day data science and artificial intelligence. The Institute's goals are to undertake world-class research, apply its research to real-world problems, driving economic impact and societal good, lead the training of a new generation of scientists, and shape the public conversation around data and algorithms.

After launching in 2015 with government funding from EPSRC and five founding universities, the Institute has grown an extensive network of university partners from across the UK and launched a number of major partnerships with industry, public and third sector. Today it is home to more than 400 researchers and a talented business team.

### **THE ROLE**

The Partnership Development Lead will secure collaborative research and innovation funding for the Institute to drive forward advances in data science and artificial intelligence in order to change the world for the better.

The PDL will report to the Institute's Director of Partnerships, who oversees acquisition of Partnerships for the Institute, and will work closely with:

- Prospective partners from industry, government and the third sector
- Prospective third-party funders such as UK Research & Innovation (UKRI), government departments, foundations and charities.
- Other Partnership Development Leads
- The Programme Management team
- The functions in the COO's office, including Finance, HR, Legal, Training, Academic Engagement, Events, Communications.

### **DUTIES AND RESPONSIBILITIES**

- Identify and assess opportunities to secure tens of millions of pounds of funding for the Institute's data science and AI research
- Ensure strategic alignment between the mission of the Institute and the qualification and selection of prospective funders
- Manage multiple prospects, bids and proposals, building a pipeline of opportunities
- Negotiate agreements and contracts, which will mean reviewing, advising and commenting on drafts of contracts
- Ensure collaborations comply with Institute policies

- Ensure collaborations are financially sustainable by costing up proposals using guidelines
- Maintain good records, preparing progress reports and updates for various stakeholders such as senior leadership, Board of Trustees, and university partners
- Promote the Institute to its current sponsors, partners and potential partners
- Monitor trends in funding sources, in the UK and overseas, and adapt funding and partnership strategy
- Contribute to the development of value propositions to funders
- Contribute the continuous improvement of the Institute

## **PERSON SPECIFICATION**

The successful candidate will have:

### *Essential*

- Degree or equivalent level of professional qualifications and/or experience
- Proven track record in proactive opportunity generation leading to increased revenue.
- Partnership development, business development or account management experience, in either the private sector, public sector or third sector
- Clear and effective communication skills, whatever their personal style
- Experience reviewing and negotiating contracts

### *Desirable*

- Understanding of intellectual property protection and exploitation
- Understanding of research, innovation or translation mechanisms
- Degree in a relevant subject or demonstrated interest in data science and artificial intelligence;
- Understanding of higher education sector and universities
- Understanding of institutional and government donors and funding policies

## **TERMS AND CONDITIONS**

This full-time post is offered on a permanent basis. We are happy to talk flexible working.

The annual Salary is £55,000 per annum plus excellent benefits. <https://www.turing.ac.uk/work-turing/why-work-turing/employee-benefits>

## **APPLICATION PROCEDURE**

If you are interested in this opportunity, please click the apply button below. You will need to register on the applicant's portal and complete the application form including your CV, covering letter and contact details for your referees.

If you have questions or would like to discuss the role further with a member of the Institute's HR Team, please contact them on 0203 862 3394 or 020 3862 3357, or email [recruitment@turing.ac.uk](mailto:recruitment@turing.ac.uk).

## **EQUALITY, DIVERSITY AND INCLUSION**

The Alan Turing Institute is committed to creating an environment where diversity is valued and everyone is treated fairly. In accordance with the Equality Act, we welcome applications from anyone who meets the specific criteria of the post regardless of age, disability, ethnicity, gender, gender reassignment, marital and civil partnership status, pregnancy, religion or belief or sexual orientation. Reasonable adjustments to the interview process can also be made for any candidates with a disability.

***Please note all offers of employment are subject to continuous eligibility to work in the UK and satisfactory pre-employment security screening which includes a DBS Check.***

***Full details on the pre-employment screening process can be requested from [HR@turing.ac.uk](mailto:HR@turing.ac.uk).***