

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 500 researchers, a rapidly growing team of in house research software engineers and data scientists and a business team.

BACKGROUND

The Institute has cross-disciplinarity at its core; we bring researchers in mathematics and theoretical computer science, statistics and machine learning, algorithms for data analytics and distributed computing, computational social science and data ethics, software engineers and industry partners, to work together in an open and collaborative environment with a shared goal to generate world-class research in data science and artificial intelligence.

Currently, Turing is undergoing a restructuring, moving towards a challenge-led model with three Grand Challenges (Environment & Sustainability, Health, Defence & National Security). This will be supported by a cross-cutting Fundamental Research in Data Science and Artificial Intelligence priority area. This new Turing 2.0 model focuses on world-class science and innovation and aims to generate high-quality research and translate it into real-world impact and deployment.

We have established strategic partnerships with a broad range of data science and AI users including Lloyd's Register Foundation, the Bill and Melinda Gates Foundation, Accenture, the UK Government Defence and Security, the Office of National Statistics, The National Air Traffic Service, Singapore Defence & Security Organisation and Roche. We have also developed many project collaborations with businesses, government departments and charities.

We are now looking to focus our efforts to ensure we can attract the right partners to maximise successes and impact across our strategic priorities, including our Grand Challenges.

We invite you to join us as we grow our capability, supporting our goal to develop the next generation of data science and artificial intelligence, shape the public conversation, and push the boundaries of this new science for the public good.

PARTNERSHIPS AND GRANTS

The Turing Partnerships Team aims to: a) Develop productive partnerships that will enable the greatest economic and societal impact for the Institute; b) Attract resources to support and provide sustainability to the Institute in delivering its vision and ambition; c) Innovate through new and established levers and modes of collaboration; d) Work with researchers to demonstrate value to partners to unlock return business; e) Qualify all in-bound opportunities for partnership and sponsorship, in line with core principles and strategic priorities and; f) Enable the voice of 'users' to be heard within the Institute. The Turing Partnerships Team works collaboratively with all key Turing staff and researchers to deliver its goals.

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ROLE PURPOSE

The Partnership Development Lead (PDL) 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; Science and Innovation (S&I) Directors; Other Turing PDLs and Partnership Development Managers (PDMs); the Turing Programme Management Unit (PMU), Research Engineering Group (REG) and other Turing Teams (including Finance, HR, Legal, Training, Academic Engagement, Events Communications). There are particular opportunities to grow the Turing portfolio of partnerships across the Turing Grand Challenges, announced in the [Turing 2.0 strategy](#) published in 2023, particularly, but not limited to, where these are underpinned by the [Fundamental Research in Data Science and AI priority](#) (e.g. AI for Physical Systems).

DUTIES AND AREAS OF RESPONSIBILITY

- Identify and assess opportunities to secure tens of millions of pounds of funding for the Institute's data science and AI research
- Ensure close alignment between the mission and strategy of the Institute and the qualification and selection of prospective funders
- Manage multiple prospects, bids and proposals, building a pipeline of opportunities
- Contribute to, and often lead on, the development of value propositions to sponsors, funders and partners (new and existing)
- Negotiate agreements and contracts, which will mean reviewing, advising and commenting on drafts of contracts
- Line manage one Partnership Development Manager (potentially in future - not an immediate requirement)
- Ensure collaborations comply with Institute policies
- Ensure collaborations are financially sustainable by costing up proposals using guidelines, and working closely with finance business partners
- Maintain good records, prepare 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 approach
- Contribute the continuous improvement of the Institute

Please note that job descriptions cannot be exhaustive, and the postholder may be required to undertake other duties, which are broadly in line with the above key responsibilities. This job description is written at a specific time and is subject to changes as the demands of the Institute and the role develop.

The Alan Turing Institute

PERSON SPECIFICATION		
Skills and Requirements	Essential (E) Desirable (D)	Tested at application (a) Tested at interview (i)
Post holders will be expected to demonstrate the following:		
Education/Qualification		
Degree or equivalent level of professional qualifications and/or experience	E	(a)
Degree in a relevant subject or demonstrated interest in data science and artificial intelligence	D	(a)
Knowledge and Experience		
Experience in partnership development, business development or account management experience, in either the private sector, public sector or third sector	E	(a)
Recent practical experience of successfully drafting, negotiating and concluding complex contracts	E	(a)
Interest and/or knowledge of intellectual property protection and exploitation	D	(a), (i)
Research, innovation, or translation mechanisms	E	(a), (i)
Higher education sector and universities	D	(a), (i)
Institutional and government donors and funding policies	E	(a), (i)
Track record of proactive opportunity generation leading to increased revenue	E	(a)
Communication		
Excellent communication skills, both written and verbal, with the ability to present arguments in a clear and concise way	E	(a), (i)
Ability to explain complex or more specialist matters simply, to tailor delivery methods/media to suit the audience's needs and ensure understanding.	E	(i)
Ability to present complex information in formats appropriate to audiences without compromising meaning.	D	(i)
Teamwork and Motivation / Team Development		
Ability to work collaboratively and to provide support and encouragement to less experienced team members, sets an example and shows a flexible approach to delivering team results	E	(a), (i)
Ability to lead, oversee and monitor progress of key deliverables and timescales through probation/appraisal and takes appropriate action to deal with any issues or problems	D	(a), (i)
Ability to coach/mentor activities providing advice, guidance and feedback to help team members work more effectively.	D	(a), (i)
Liaison and Networking		
Collaborates with others to meet deadlines and joint objectives by ensuring dissemination of information in the right format to the right people at the right time. Builds relationships and contacts to facilitate future exchange of information.	E	(a), (i)
Ability to network with others with shared interests, collaborating on projects and strengthening future relations.	E	(a), (i)
Ability to lead and develop cross organisational networks and groups in order to influence developments and work collaboratively on issues impacting the organisation as a whole	E	(a), (i)
Holds a substantial leadership role on an external group and is responsible for negotiating on the organisation's behalf and enhancing its reputation.	D	(a), (i)

The Alan Turing Institute

Decision Making		
Ability to consider the wider impact of decisions and assesses outcomes.	E	(a), (i)
Ability to work with others to make collaborative decisions that may be operational or strategic and have a long-lasting effect on the whole organisation.	D	(a), (i)
Ability to provide detailed information and advice that influences business plans and longer-term planning, having anticipated, and highlighted the issues that need to be considered.	E	(a), (i)
Planning and Organising		
Ability to manages time and resources effectively; can routinely monitor and review progress to ensure effective working of self and others	E	(a), (i)
Initiative and Problem Solving		
Uses judgement to analyse and solve problems. Takes action to prevent recurrence of problems.	E	(a), (i)
Considers possible solutions to identify those which offer wider benefits. Obtains evidence to support thinking.	E	(a), (i)
Resolves complex problems that occur infrequently where guidance, if available, is not specific.	E	(a), (i)
Analysis and Research		
Designs and uses data gathering and analytical methods appropriate for each investigation.	E	(a), (i)
Produces reports that identify key issues and findings.	E	(a), (i)
Other Requirements		
Commitment to EDI principles and to the Organisation values	E	(i)

The Alan Turing Institute

OUR VALUES

The Alan Turing Institute is committed to equality diversity and inclusion and to eliminating discrimination. All employees are expected to embrace, follow and promote our [EDI Principles](#) and Our Values.

Our values

- Trust**
We create an environment where we have trust and can be trusted
- Inclusion**
We expect our Turing community to contribute to a culture that is inclusive and free of barriers
- Respect**
We all have different roles, priorities and challenges but our shared purpose is the same
- Leadership**
Leadership is everyone's business; Turing leaders set the right tone and lead by example
- Transparency**
Everyone should understand the how and the why of our decisions and actions
- Integrity**
We are all ambassadors for the Turing's mission of changing the world for the better

APPLICATION PROCEDURE

If you are interested in this opportunity, please click the apply button below. You will need to register on the applicant portal and complete the application form including your CV and covering letter. If you have questions about the role or would like to apply using a different format, please contact us on 020 3862 3335 or email recruitment@turing.ac.uk.

Your supporting statement should focus on the essential criteria of the role –

1. Degree or equivalent level of professional qualifications and/or experience
2. Demonstrable experience in partnership development, business development or account management experience, in either the private sector, public sector or third sector
3. Track record of proactive opportunity generation leading to increased revenue (6-figure and above)

4. Recent practical experience of successfully drafting, negotiating and concluding complex contracts

CLOSING DATE FOR APPLICATIONS: 6 October 2024 at 23:59 (BST)

TERMS AND CONDITIONS

This post is offered on a permanent basis, either part time (minimum 0.5 FTE) or full time. The annual salary is £64,546 plus excellent benefits, including flexible working and family friendly policies, [Employee-only benefits guide | The Alan Turing Institute](#)

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 reassignment, marital or civil partnership status, pregnancy and maternity, religion or belief, sex and sexual orientation.

We are committed to making sure our recruitment process is accessible and inclusive. This includes making reasonable adjustments for candidates who have a disability or long-term condition. Please contact us at adjustments@turing.ac.uk to find out how we can assist you.

Please note all offers of employment are subject to obtaining and retaining the right 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.