

The Alan Turing Institute

PARTNERSHIPS DEVELOPMENT MANAGER

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 Turing's Partnerships team translates academic research to impact. The purpose of this role is to work with academic and business colleagues, stimulating and supporting the development of strategic collaborations in defined sectors and research domains, to generate income and impact. Reporting to the Partnerships Development Lead, the post holder will focus on identifying and evaluating challenges, spotting funding opportunities and negotiating contracts to a successful conclusion.

DUTIES AND RESPONSIBILITIES

Work with the Partnerships Development Lead on all aspects of execution of the income and impact-generating plan, which means:

- Leadership of business development for standard modes of partner engagement such as Data Study Groups or Data Science for Social Good summer programmes;
- Coordination of follow-up activities for each Partnership opportunity, seeking advice, where necessary, to ensure strategic alignment and operational efficiency. This will involve working closely with colleagues in the Turing Business team, with Turing Researchers and with staff in Partner organisations;
- Triage and qualification of new inbound partnership enquiries, applying professional qualification techniques to support effective management of the opportunities pipeline;
- Administrative support for defined initiatives which involve meetings, events, travel arrangements; document management;

PERSON SPECIFICATION

The successful candidate will be able to evidence that s/he has the following skills and experience:

ESSENTIAL

- Educated to degree level, or equivalent;
- Significant working experience as an account manager (managing own portfolio) with focus on delivering new business growth;
- Previous working experience providing solutions to problems in a technology environment;
- Able to establish a big picture understanding and to synthesise information into propositions which are compelling and relevant;
- Able to manage and progress multiple projects efficiently and effectively, good organisational skills, combined with a strong attention to detail;
- Establish strong reciprocal relationships and work well in a team;
- An effective communicator, in writing and verbally;
- Willingness to travel nationally and internationally as necessary.

DESIRABLE

- A higher degree in science, technology or business;

- An understanding of the academic research environment and the technology transfer process;
- Good working knowledge of key research contract related issues such as intellectual property, publication and confidentiality;
- Ability to demonstrate initiative in identifying areas for change or development and to manage competing demands and pressures whilst remaining calm;
- Previous experience in a partnership development role, with direct experience of managing high level relationships and generating significant funding and impact.

TERMS & CONDITIONS

This is permanent position to be held at the Institute's site at the British Library, Euston Rd, London. Secondments partner universities are welcome. A competitive benefits package is also available, please ask if you would like further details.

APPLICATION PROCEDURE

If you are interested in this opportunity, please click on the apply button below and complete an application form, with contact details for your referees and a covering letter. Applicants who would like to receive this advert in an alternative format or who are unable to apply online should contact us by telephone on 0203 862 3394 or via email at jobs@turing.ac.uk

Closing date for applications: Sunday 19 May, 2019

Interviews to be held on Thursday 30th May, 2019

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 are available to support candidates through the application and interview process.

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.