

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

BACKGROUND

The Institute's Partnerships team is responsible for spotting and exploiting collaboration opportunities with industrial, public sector and charitable organisations; also for nurturing and growing existing partnerships in line with the Turing's mission, vision and objectives.

It is an exciting place to be and plays a central role in realising the Institute's mission to support the translation of academic research to impact. The breadth of [existing collaborations](#) is significant and they bring real world use cases which contextualise outcomes. Partnership and collaboration at the Turing means developing balanced, mutually respectful and genuinely additive relationships, which sustain over time.

ROLE PURPOSE

The Partnerships Development Manager at the Turing builds, formalises and nurtures the personal relationships, together with the legal and scientific research frameworks which underpin a successful collaboration. This means identifying and evaluating opportunities for partnerships, spotting funding opportunities and negotiating contracts to a successful conclusion.

We anticipate that the postholder will embody core values of *contribution, resourcefulness and teamwork*, in addition to their commitment to equality and inclusion principles, as described in Turing's Values set out below.

There is significant scope for the postholder to develop new skills and grow in the role. We do not expect applicants to necessarily have all the skills that are vital for success. We do, however, expect the postholder to be prepared to learn at pace. We are also enthusiastic about people who have experience in stakeholder management and who have the skills to triage opportunities efficiently.

The Partnerships Development Manager will be embedded in a growing and dynamic partnerships function at The Institute, and, whilst there is significant cross-working the Institute is seeking to make up to two appointments in the following portfolio areas: Skills, as per the growing need of our partners to engage early career researchers in new ways, and Defence & Security, a major research programme at the Institute.

The Alan Turing Institute

The postholder will work closely with Academic colleagues across all of Turing's research programmes and with colleagues across the Turing Business Team, notably, Programme Management, Communications & Marketing, Legal and Finance teams. Each Partnerships Development Manager will report to an existing Partnership Development Lead

DUTIES AND AREAS OF RESPONSIBILITY

Work with the Partnership Development Leads 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 discrete collaborative research projects or [Data Study Groups](#), Turing's intensive curated "collaborative hackathons";
- 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;
- Maintaining currency of partner and opportunity records withing the Institute's Customer Relationship Management system.
- Administrative support for defined initiatives which involve meetings, events, travel arrangements; document management;

OTHER DUTIES

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		
Educated to Bachelor's degree level, or equivalent;	E	A
A higher degree in science, technology or business	D	A
Knowledge and Experience		
Significant working experience as an account manager (managing own portfolio or key relationships end-to-end) with focus on delivering new business growth;	E	A
Able to establish a big picture understanding and to synthesise information into propositions which are compelling and relevant;	E	A and I
Able to manage and progress multiple projects efficiently and effectively, good organisational skills, combined with a strong attention to detail;	E	A and I
Ability to demonstrate initiative in identifying areas for change or development and to manage competing demands and pressures whilst remaining calm;	E	A and I
An understanding of the academic research environment and the technology transfer process;	D	A
Good working knowledge of key research contract related issues such as intellectual property, liabilities and warranties, publication and confidentiality;	D	A and I
Communication		
Outstanding communication skills, in writing and verbally	E	A and I
Teamwork and Motivation		
Leads, oversees and monitors progress of key deliverables, taking appropriate action to deal with issues and to mitigate risks. Establish strong reciprocal relationships and work well in a team;	E	A and I
Liaison and Networking		
Collaborates with others to meet deadlines and objectives; ensure dissemination of information in a timely and appropriate format.	E	A and I
Service Delivery (or for research roles Project Management & Project Delivery)		
Aware of the requirements of stakeholders and able to negotiate deliverables to agreed deadlines and quality standards.	E	A and I
Decision Making		
Works with others to make collaborative decisions that may be operational or strategic and that impact immediate team or work area only. Recommends and	E	A and I

The Alan Turing Institute

advises on available options for decisions that affect operational processes, taking into account any risks.

Planning and Organising		
Manages time and resources effectively, routinely monitoring and reviewing progress to ensure effective working of self and others	E	A and I
Initiative and Problem Solving		
Track record of excellent problem solving skills, ideally in settings which require cooperation between multiple stakeholders	E	A and I
Analysis and Research		
Analyses and produces reports that identify key issues and findings. Recognises and accurately interprets patterns and trends.	E	A and I
Other Requirements		
Commitment to meeting deadlines	E	I
Flexible attitude towards work	E	I
Commitment to EDI principles and to the Organisation values	E	I
Willingness to travel nationally and internationally as necessary	D	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
- Inclusivity**
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 3970 2148 or 0203 862 3340, or email recruitment@turing.ac.uk.

CLOSING DATE FOR APPLICATIONS: 19 February 2023

TERMS AND CONDITIONS

This full time post is offered on a permanent basis. The annual salary is £49,025 plus excellent benefits, including flexible working and family friendly policies, <https://www.turing.ac.uk/work-turing/why-work-turing/employee-benefits>

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.

Reasonable adjustments to the interview process will be made for any candidates with a disability.

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.