

JOB DESCRIPTION



Job Title: Innovation & Business Development Manager
Department: Strategic Research Office
Faculty/Professional Service: Central Services
Location: London
Reports to: Strategic Research Manager
Full Time/Part Time/Casual: Full Time
Grade: Grade 7
Overall Purpose of the job: The Innovation & Business Development Manager (BDM) will be a key member of the Strategic Research Office (SRO), with a specific focus on supporting LSHTM's academic base to translate their research towards impact through engagement with relevant external stakeholders and a programme of capacity strengthening to support these activities. The purpose of the role is to increase engagement with industry and innovation partners and develop valuable opportunities for industry-academic- public sector collaboration and engagement. The role will play a key role in LSHTM's participation in the Research England FLIGHT (Framework for Leveraging Innovation in Global Health Technologies) programme. FLIGHT is one of 14 successful projects in the latest round of Research England's Connecting Capability Fund / Research England Development Fund awards . The outputs of the programme will involve developing an Innovation Excellence Framework, to guide best practice for innovation commercialisation in both the UK, and Low and Middle Income Countries (LMICs) and grow LSHTM's interface with external innovation stakeholders. The Business Development Manager will play a critical role in delivering the FLIGHT programme and in supporting LSHTM's Knowledge Exchange ambitions and agenda. This includes disseminating our knowledge and research outputs to drive health improvements, increasing engagement with relevant external stakeholders, and increasing awareness of and engagement with commercial opportunities.

General Information

The London School of Hygiene & Tropical Medicine (LSHTM) is one of the world's leading public health universities.

Our mission is to improve health and health equity in the UK and worldwide; working in partnership to achieve excellence in public and global health research, education and translation of knowledge into policy and practice.

Staff and students are committed to helping create a more healthy, sustainable and equitable world for everyone, because we believe our shared future depends on our shared health.

We embrace and value the diversity of our staff and student population and seek to promote equity, diversity and inclusion as essential elements in contribution to improving health worldwide. We believe that when people feel respected and included, they can be more creative, successful, and happier at work. While we have more work to do, we are committed to building an inclusive workplace, a community that everyone feels a part of, which is safe, respectful, supportive and enables all to reach their full potential.

To find out more please visit our [Introducing LSHTM page](#).

Our Values

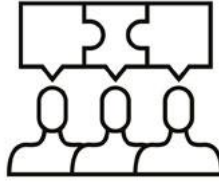
Our values establish how we aspire to achieve our mission both now and in the future - demonstrating what it means to work and study at LSHTM. Please visit our [LSHTM Values page](#) for further information.



Act with integrity



Embrace difference



Work together



Create impact

Main Duties and Responsibilities
<p>FLIGHT Programme Delivery</p> <ul style="list-style-type: none"> • Delivery of the LSHTM-specific FLIGHT programme objectives and outputs, including KPIs, in consultation with LSHTM FLIGHT programme lead and partner institutions. • Liaison and engagement with innovation and business development managers at FLIGHT partner institutions (Liverpool School of Tropical Medicine and Brighton & Sussex Medical School) and regular reporting at Steering Group Meetings. • Production of analysis reports and documentation to monitor programme performance to meet Steering Group and funder requirements. <p>Business Development</p> <ul style="list-style-type: none"> • Proactive engagement with LSHTM academics to understand the translational research portfolio. • Develop new business prospects, including extensive scoping of potential new external partners, establishing contact and triaging leads to nurture viable Business Development (BD) opportunities. • Maintain and grow the existing BD relationships developed at LSHTM • Build and strengthen new external relationships, identifying and establishing strong networking opportunities with businesses, SMEs, and other relevant stakeholders who can progress LSHTM innovations closer to impact.

- Support engagement with third parties for initiation and progression of translational partnerships, liaising with relevant academic and professional service teams.
- Assist in assessing the appropriate route to impact for LSHTM translational projects, including potential commercialisation routes.
- Support in identifying and negotiating terms and conditions with potential third-party businesses in consultation with colleagues in the SRO, Legal and Contracts teams.
- Develop a system for tracking and maintaining records of innovation and business engagement.
- Proactively maintain awareness of competitor activity and market trends, providing regular intelligence on current landscape relevant to the LSHTM research portfolio.

Capacity Strengthening

- Develop and deliver a suite of BD, commercial and innovation training activities for LSHTM academic colleagues to highlight the benefits of non-academic engagement, including partnership and funding opportunities, and to increase access to innovation and industrial engagement opportunities.
- Support co-ordination of the training offering of the FLIGHT programme with institutional partners, with a key focus on LMIC partnerships and developing sustainable innovation ecosystems.

Marketing, Communications and External Relations

- Represent LSHTM, and its interests, at external commercialisation and innovation events and meetings, acting as an ambassador for LSHTM's activity and impact.
- Promote and raise the profile of LSHTM to external audiences
- Work in support and alignment with the LSHTM external communication strategies.
- Help develop and deliver an engagement strategy to encourage participation from groups less represented in the translational research and commercialisation space.

Additional Information

- Promote equality of opportunity and inclusive practice in all aspects of work undertaken
- Any other duties commensurate with the grade and nature of the role

Generic duties and responsibilities of all LSHTM employees

This job description reflects the present requirements of the post but may be altered at any time in the future as duties and responsibilities change and/or develop providing there is consultation with the post-holder.

The post-holder will carry out any other duties, tasks or responsibilities as reasonably requested by the line manager, Dean of Faculty, Head of Department or Head of Professional Service.

The post holder will be responsible and accountable for ensuring all LSHTM policies, procedures, regulations and employment legislative requirements are adhered to including equality and diversity and health and safety.

This job description is not a definitive or exhaustive list of responsibilities but identifies the key responsibilities and tasks of the post holder. The specific objectives of the post holder will be subject to review as part of the individual Performance and Development Review (PDR).

PERSON SPECIFICATION

This form lists the essential and desirable requirements needed by the post holder to be able to perform the job effectively.

Applicants will be shortlisted solely on the extent to which they meet these requirements.

Competency	Evidence	E / D
Education, Qualifications and Training	<ul style="list-style-type: none"> Degree in relevant life sciences and/or medical field or Business; 	E
	<ul style="list-style-type: none"> PhD in Health and Life Sciences or equivalent experience in industry; 	E
Experience	<ul style="list-style-type: none"> Commercial experience in the public health/life science industry product development pathway and decision-making 	D
	<ul style="list-style-type: none"> Significant experience at the Academic-Industry interface, and understanding of the HE landscape including the Knowledge Exchange Framework, and HEIF allocation. 	D
	<ul style="list-style-type: none"> Experience of developing, implementing, and monitoring projects for external partners 	E
	<ul style="list-style-type: none"> Experienced in business development with proven skills and demonstrable track record of developing value propositions which balance the needs and requirements of internal stakeholders and external partners. 	E
	<ul style="list-style-type: none"> Experience of delivering training to academic audiences 	D
	<ul style="list-style-type: none"> Experience in explaining technical concepts and technologies to non-technical and technical members internally and externally. 	D
Knowledge	<ul style="list-style-type: none"> Knowledge of the current landscape for industry/academia interface, including motivators and barriers to successful industry-academic engagement. 	E
	<ul style="list-style-type: none"> Knowledge of intellectual property, legal matters and risks relevant to university-industry collaborations. 	D

	<ul style="list-style-type: none"> • Knowledge on how to develop and deliver an engagement strategy to encourage participation from groups less represented in the innovation, translational research and commercialisation space. • Knowledge and behaviours that support equality, diversity and inclusive practice (above) 	D E
General	<ul style="list-style-type: none"> • Significant proven ability to develop and maintain relations with existing partners / stakeholders at a senior level and to identify and target new collaborators/ partners. • Proven track record of influencing and negotiating at senior levels in the public and/or private sector towards the successful delivery of organisational objectives. • Ability to plan long term strategic priorities whilst managing short term operational pressures. • Excellent organisational skills, project management and reporting ability. • Track record of clear and confident communication in written and audio/visual formats. 	E E E E E

E-Essential: Requirement without which the job could not be done

D-Desirable: Requirements that would enable the candidate to perform the job well

Date compiled: December 2024

Salary and Conditions of Appointment

The post is fixed term until 28 February 2026 and full-time 35 hours per week, 1.0 FTE. The post is funded by the Research England through the Connecting Capability Fund. The salary will be on the Professional Services salary scale, Grade 7 scale in the range £52,199 - £59,623 per annum pro rata (inclusive of London Weighting).

The post will be subject to the LSHTM terms and conditions of service. Annual leave entitlement is 30 working days per year, pro rata for part time staff. In addition to this there are discretionary "Wellbeing Days." Membership of the Pension Scheme is available.

LSHTM has a Hybrid Working Framework, which alongside agreed service requirements, enables teams to work more flexibly (if the role allows), promoting a greater wellbeing and work/life balance.

Application Process

Applications should be made on-line via our [jobs website](#). Applications should also include the names and email contacts of 2 referees who can be contacted immediately if appointed. Online applications will be accepted by the automated system until 10pm of the closing date. We regret that late applications cannot be accepted. Any queries regarding the application process may be addressed to jobs@lshtm.ac.uk.

The supporting statement section should set out how your qualifications, experience and training meet each of the selection criteria. Please provide one or more paragraphs addressing each criterion. The supporting statement is an essential part of the selection process and thus a failure to provide this information will mean that the application will not be considered. An answer to any of the criteria such as "Please see attached CV", "Yes" or "No" will not be considered acceptable and will not be scored.

Please note that if you are shortlisted and are unable to attend on the interview date it may not be possible to offer you an alternative date.

Asylum and Immigration Statement

LSHTM will comply with current UKVI legislation, which requires all employees to provide documentary evidence of their legal right to work in this country prior to commencing employment. Candidates will be required to email a copy of their passport (and visa if applicable) to HR prior to their interview and if appointed will be asked to bring the original documents in to be copied and verified before their start date.

Applications from candidates who require sponsorship to work in the UK will be considered alongside other applications. Applicants who do not currently have the right to work in the UK will have to satisfy UK Visas & Immigration regulations before they can be appointed.

Further information about Sponsorship and eligibility to work in the UK, can be found on the [government immigration rules page](#).