

Job title	Senior Advisor
Banding	£44,343 – £62,692
Hours	Full time (37.5 hours per week)
Base	Magog Court, Shelford Bottom, Cambridge CB22 3AD / Working from home due to Covid-19 pandemic
Team	Commercial Team
Accountable to	Principal Advisor (Line Manager)
Terms	Fixed term to March 2023 with option to extend

About Eastern AHSN:

Eastern AHSN (Academic Health Science Network) is part of a national network of AHSNs established by the NHS to convene all partners in the health sector, develop and deliver innovative care. Our purpose is to turn great ideas into positive health impact.

We believe that health is improved by great ideas, but great ideas only make an impact when they are put into practice. Our health is too important to leave change to chance. Citizens, academia, health services and industry will achieve more working together than they will in isolation. Our job is to make this happen and we do this by helping innovators navigate complex systems, generate value propositions and convene stakeholders to overcome challenges together.

The Eastern region is home to some of the greatest science and the most brilliant health and care practitioners in the world. We want our region to benefit from both, creating better health outcomes and more prosperity.

We are ambitious for patients and committed to applying evidence to make change happen.

Role Purpose:

Eastern AHSN is commissioned by the Office for Life Sciences (OLS) and NHS England to deliver a programme of support to accelerate the creation and adoption of health innovations, delivering improved outcomes for the population and generating economic growth, regionally and nationally.

The role works within a team comprising a Commercial Director and Commercial programme managers focused on providing direct support to innovators and companies to both develop healthcare innovations and support their translation into practice within the East of England. The postholder will be expected to support SMEs and companies to access the NHS, providing support, advice and guidance on market access, commercialisation, IP and alike to generate jobs and leverage funding for the companies we support. The second element of the role is focused on adoption of innovation into the healthcare setting and by working closely with Eastern AHSN's NHS-facing teams, the postholder will play a crucial role in the identification, assessment and introduction of new innovations that meet established NHS needs.

We are looking for someone with the following skills and experience:

- Senior credibility and experience within the life science and business sectors and business development experience;
- An understanding of the breadth, competitive landscape and future trends of innovations relevant to the health and social care sector;

- A flexible, advisory mindset with the ability to engage with different staff groups from public and private sectors – with the ability to flow between business, finance and public sector environments and provide support to staff in both environments;
- Working knowledge of the NHS and our health and social care system;
- Programme management expertise in order to design, implement and oversee delivery of the wide range of activities across the business development portfolio;
- Ability to draw insights from a breadth of quantitative and qualitative analytical information and to guide people to appropriate actions based on this;
- Confidence and credibility to engage with external partners and stakeholders – engaging them in the work of the Eastern AHSN.
- Track record in leveraging funding and/or generating return on investment across applicable projects.

Key responsibilities:

As a Senior Advisor, the post holder will work within the Commercial Team responsible for identifying, shaping and driving opportunities for delivering an effective transformational support service to the region's health and care system and generate inward investment for Eastern AHSN and the East of England. The post holder will support the Commercial Principal Advisor to ensure business leads/opportunities provide maximum impact to the Eastern region and are managed effectively on their successful delivery through:

NHS adoption support

- Working closely within the Eastern AHSN team, provide proactive and reactive support to identify innovations which address identified local needs for maximal value creation;
- Create evidence and material on relevant innovations to support stakeholder engagement and communications activity;
- Provide support to the matching stage of the innovation exchange process, bringing together companies and SMEs, with health care representatives, patients, investors and other key stakeholders to support adoption of innovations in the region;
- Maintain a pipeline of innovations which can be fast-tracked for implementation, aligned to local needs.

Business support

- Support the design and implementation of a standardised due diligence and assessment process for companies and SMEs to determine appropriate AHSN support;
- Support the identification of potential strategic partnerships between companies, NHS and Eastern AHSN, based on identified needs analysis;
- Design, plan and implement additional programmes of activity to address desired business support outcomes (jobs created, investment leveraged and exports) within the region;
- Creation of material to share learning and demonstrate impact of Eastern AHSN commercial activity including production of case studies; and,
- Support to horizon scanning and market assessment activities.

Commercial activity

- Support the development of Eastern AHSN commercial activities, in order to diversify organisational income. Programmes expected to include consultancy offerings to industry that complement our core activity.
- Plan for and successfully deliver consultancy services and/or commissioned

programmes to clients, as required.

Programme management

- Provide programme management support to activity delivered by the commercial team and in support of the Commercial Principal Advisor;
- Ensure appropriate project and programme management documentation is in place for all relevant activities;
- Matrix management of peers leading on commercial programmes of work, requiring highly developed negotiation skills to ensure the team delivers agreed outcomes;
- Budget management responsibility for the commercial programme;
- Responsibility for ensuring compliance with relevant procurement processes, contract management and oversight is in place for all commissioned activity;
- Completion of regular reporting on delivery of support activities with proactive risks and issues management, contributing to internal and external governance processes as required; and,
- Represent Eastern AHSN in relevant forums/groups as agreed with the Commercial Principal Advisor.

Corporate duties

- Support the organisation in creating an environment that values risk management and promotes the highest standards of health and safety for Eastern AHSN's employees, supported by policies and procedures as appropriate
- Comply with current data protection laws and company data protection policy and procedures
- Support the organisation in developing a collaborative working environment and a culture of innovation and positive leadership, participating in the appraisal process, as required
- Promote Equal Opportunities and affirm that staff, colleagues, patients and others who encounter Eastern AHSN are afforded equality of treatment and opportunities.
- Observe Eastern AHSN's Equality and Diversity policy in every aspect of your work. Avoiding any behaviour which discriminates against colleagues, potential employees, patients or clients on any grounds
- Work with others appropriately to achieve organisational goals
- This job description provides an overview only of the key initial requirements of the post. The post holder will be required to commit to flexibility and responsiveness, as the requirements of the post are certain to change over time.
- Comply with the Eastern AHSN values and behaviours

Person Specification:

Competence	Requirements
------------	--------------

<p>Qualifications and training:</p>	<ul style="list-style-type: none"> • Degree or equivalent experience • Evidence of business support or business development activities, preferably in the life sciences and/or other relevant technology sector • Proven experience of delivering quality improvement initiatives and change projects. • Demonstrated experience in stakeholder engagement, a good personal network in the innovation landscape would be advantageous
<p>Knowledge and understanding</p>	<ul style="list-style-type: none"> • Proven track record in external innovation to identify, shape and drive opportunities for evaluation and adoption into the NHS • Experience of working in projects to deliver innovation in a commercial environment • Experience of preparing business cases, strategies and other project/ programme management documents • Demonstrable ability to manage a portfolio of programmes/ projects to time and budget • Good working knowledge of risk management best practice. • Awareness of strategic challenges facing the NHS (with a working knowledge of Eastern region preferred). Understanding of the AHSN networks would be advantageous.
<p>Skills</p>	<ul style="list-style-type: none"> • Ability to work, build and maintain robust relationships with senior stakeholders within the NHS, corporate and investor environments • Ability to think analytically and to interrogate data to develop a sound evidence base • Excellent written communication skills; able to write clearly and concisely, producing reports and business cases and an ability to adapt and appeal to various audiences. • Excellent oral communication, presentation and negotiating skills and is confident presenting to large groups and is able to handle challenge from senior specialist professionals • Ability to lead comprehensive due diligence reporting in advance of project initiation, in development of rigorous project milestones and throughout project delivery • Ability to prioritise, work to, and set deadlines and function effectively under pressure with competing demands • Senior programme management experience in large and complex organisations

	<ul style="list-style-type: none"> • Proficient in normal office software tools with excellent administrative and organisational skills • Strong attention to detail and accuracy. • Excellent interpersonal skills, working across functions with internal and external stakeholders to create win:win outcomes
Disposition/ Aptitude	<ul style="list-style-type: none"> • Highly motivated, self-starting and results oriented individual with a good understanding of commercial considerations and the ability to learn on the job • Willing to encourage and drive innovation, win support to new initiatives by reconciling conflicts and applying rational thinking • Comfortable working autonomously with little supervision or as a team member as required • Ability to set high standards for self and others to deliver service priorities • Ability to maintain credibility of self and the team

Review of this job description

This job description is intended as an outline of the general areas of activity and will be amended in the light of the changing needs of the organisation.