

## Commercial Advisor

Department:	<b>Commercial Team</b>
Salary:	£29,913-£39,077
Hours of work:	Full time. Flexible working hours/ options compatible with the role can be discussed.
Base:	Cambridge. We offer flexible working arrangements. Our staff combine on-site and remote working, enabling us to come together when it matters most and promote a healthy work-life balance.
Reports to:	Senior Advisor
Closing date for applications:	5pm on Thursday 13 <sup>th</sup> April 2023
Date of Interview:	TBC

## About Eastern AHSN

Our purpose at Eastern AHSN is to turn great ideas into positive health impact.

We were established by the NHS to convene all partners in the health sector, to develop and deliver innovative solutions in health and care. Our focus is the East of England, but we are also part of a national network which enables us to deliver at scale.

Citizens, academia, health services and industry will achieve more working together than they will in isolation. Our job is to make this happen. We do this by helping innovators to navigate complex systems, generate value propositions and connect stakeholders to overcome challenges together.

<https://www.easternahsn.org/>

## Our values and commitment to equity, diversity and inclusion

Eastern AHSN is fully committed to being an inclusive employer, affording equity of opportunity and welcoming applicants from broad and diverse backgrounds.

Staff at Eastern AHSN have come together to co-produce our values and expected behaviours. Our values focus on providing trusted expertise, being inclusive, kind and collaborative in all our working relationships and implementing innovations that truly matter to our communities and partners.

## What are we looking for?

We are looking for colleagues who share not only our values but also our enthusiasm and commitment to making a difference for our communities. We are united by being dynamic, curious, creative and adaptable. We appreciate the value of evidence and also

enjoy trying new and different approaches to solving problems and are comfortable with ambiguity, often-changing plans and unanticipated challenges.

## **Job summary and purpose**

Eastern AHSN's Commercial Team delivers the portfolio of work funded by our commission from the Office for Life Sciences (OLS). This work is focused on providing direct support to innovators and companies to help them to develop healthcare innovations and to support their translation into practice within the East of England. The postholder will be expected to support SMEs and large corporates on their journey to spread and adoption readiness. This involves providing advice and guidance on market access, commercialisation, IP and alike to support growth and scale-up. As part of this programme we help leverage (public or private) funding as the companies we support grow, which stimulates new jobs for our region. The second element of the role is focused on adoption of innovation into the healthcare setting. 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.

The post holder will be expected to possess experience within the life sciences/ medtech business or regulatory sectors. It is essential that the post holder has a good understanding of the challenges faced in healthcare and the breadth, competitive landscape and future trends of innovations relevant to the health and social care sector. The postholder will require programme management expertise in order to design, implement and oversee delivery of the wide range of activities across the Commercial team portfolio. This will require a flexible, advisory mindset with the ability to engage with different stakeholder groups from public and private sectors, an ability to draw insights from a breadth of quantitative and qualitative data sources and to navigate complex processes to create positive health care impact for our region's communities.

The post holder will be responsible for supporting our Scale Up Academy in addition to other events and initiatives, both in person and hybrid, to support the innovator ecosystem at locations across the East of England and on occasion in other AHSN geographies as required.

The post holder will be expected to contribute to expanding Eastern AHSN's commissioned work to support diversification of our corporate income.

## **KEY RESPONSIBILITIES**

As an Advisor, the post holder will:

- Provide expert advice to external stakeholders within the health tech ecosystem, primarily industry partners, to enable the development of robust value propositions for the implementation and adoption of innovation across the East of England health and social care system. This will involve communicating highly complex information to people both with and without specialist product or clinical knowledge.
- 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.
- Successfully deliver consultancy services and/or commissioned programmes to

- clients, as required.
- Support the team to ensure projects are managed effectively and enabling their successful delivery from start through to completion
- Provide project / programme support on multiple projects, ensuring these are delivered in line with agreed milestones (time and budget)
- Monitor progress across programmes and produce regular project reports and updates for national, regional and local governance mechanisms
- Support Senior Advisors, ensuring that programme risks and issues are proactively identified and reported, and develop proposals for resolution, mitigation and escalation of those risks
- Work with the Eastern AHSN Programme Management Office to ensure effective and timely financial and performance reporting to SMT, Board and commissioners
- Produce high quality reports
- Communicate and disseminate programme findings, including through the development of communications materials such as blogs and impact stories, to inform future implementation efforts
- Support the development of innovative business cases as required by project leads.
- Build and nurture relationships with relevant stakeholders to support the successful delivery of projects.
- Liaise with other members of the AHSN and the wider AHSN network to share best practice

## **Corporate and personal responsibilities**

- Promote equal opportunities and affirm that staff, colleagues, patients, and others who encounter Eastern AHSN are afforded equality of access, experience and outcomes
- Observe Eastern AHSN's equity, diversity and inclusion pledges in every aspect of your work, avoiding any behaviour which discriminates against colleagues, potential employees, patients, or partners on any grounds
- Uphold and promote the organisation's values
- Work flexibly and collaboratively with others to achieve the organisation's goals and support its values
- 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
- Ensure up to date knowledge is maintained and comply with current data protection laws and company data protection and confidentiality policies and procedures
- Ensure that we only operate within our remit of not offering clinical advice
- Adhere to all company policies and procedures and any applicable legislation

## Person specification

Competence	Essential requirements	Desirable requirements
Qualifications and training	Educated to degree level, or with equivalent professional experience in healthcare innovation procedures.	
Knowledge	<p>Experience within the life sciences/medtech business or regulatory sectors.</p> <p>Good working knowledge of risk management best practice</p> <p>Awareness of strategic challenges facing the NHS (with a working knowledge of Eastern region preferred)</p> <p>Knowledge of information governance, security, GDPR legislation and guidance</p>	Experience of project management methodologies
Skills	<p>Strong data and analytical skills</p> <p>Excellent written and verbal communication skills including the ability to convey highly complex information in an accessible and appropriate form to varied audiences</p> <p>Strong relationship building and management skills with a wide range of stakeholders</p> <p>Strong IT skills, including the use of spreadsheet and project packages to analyse and manipulate large amounts of data and produce user-friendly reports for a range of audiences</p> <p>Strong organisational skills with the ability to multitask and work to strict deadlines</p>	Ability to create compelling offers for paid work

	Strong attention to detail and accuracy	
	Good levels of emotional intelligence and resilience	
Experience	Experience of working with the health tech industry to develop and commercialise innovative product(s)	Experience of translating policy into practice
	Experience of analysing complex qualitative and quantitative data	Experience of working with or across international health care markets
	Experience of managing complex programmes and / or projects	Experience of embedding innovation into health care systems
Right to work in the UK	Applicants must be able to provide evidence of their right to work in the UK at the point any job offer is made	

## Personal development responsibilities

- Understanding and awareness of own personal development needs
- Maintenance of a compliant professional portfolio where required

## Key relationships

*Internal* - all Eastern AHSN employees will be expected to form key relationships within the organisation relevant to the role.

*External* - in addition, the successful appointee will need to develop and build relationships with external colleagues as relevant to the role. These may include, but are not limited to, relationships with:

- Operational colleagues within partner organisations may include but not exclusively:
- Industry partners including SMEs and large corporates within the health arena
- Academic partners in HEIs and Tech Transfer Offices
- Funding/investment organisations
- Applied Research Collaboration (ARC) East of England colleagues
- NHS Trusts and NHS Foundation Trusts.
- Care Quality Commission.
- Local Government.
- Integrated Care System and Clinical Commissioning Groups etc.
- NHS England & NHS Improvement
- Office for Life Sciences
- Third Sector Organisations

- Patient Advisory Groups/Services
- Other AHSNs

## **Benefits of working at Eastern AHSN**

As part of the benefits package, Eastern AHSN's employees are entitled to 27 days of annual leave plus bank holidays (pro rata for less than whole-time equivalent) and are offered a company pension (employer contribution up to 10% of annual salary) as well as a cycle to work scheme. In addition, all employees have unlimited access to the company's well-being programme which is fully confidential. Team members on secondments will remain on their employer's terms and conditions.

## **How to apply**

To apply please submit your CV and a covering letter by 5pm on Thursday 13<sup>th</sup> April 2023 to [valeria.giardina@eahsn.org](mailto:valeria.giardina@eahsn.org) specifying your motivation for applying and how you meet our person specification. For an informal discussion, please contact [louise.jopling@eahsn.org](mailto:louise.jopling@eahsn.org)

*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.*

*This document was developed by the Eastern AHSN EDI group and approved by the senior management team on 16/08/22.*