

## **Commercial Senior Advisor**

Department:	Commercial Team
Salary:	£47,039 - £66,504 dependent upon experience
Hours of work:	Full time. 37.5 hours per week.
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:	Principal Advisor
Closing date for applications:	23:59 20 September
Date of Interview:	28/29 September

### **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 both our values and 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 enjoy trying new and different approaches to solving problems. We are comfortable with ambiguity, often-changing plans and dealing with unanticipated challenges.

## **Job summary and purpose**

The commercial team lead the OLS commission 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 large corporates on their journey to spread and adoption readiness. This involves providing advice and guidance on areas including market access, commercialisation and IP to support growth and scale-up. As part of this programme, we help leverage (public or private) funding as the companies we support grow and stimulate new jobs for our region.

The second element of the role is focused on adoption of innovation into the healthcare setting and will involve 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 postholder will be expected to possess senior credibility and experience within the life sciences/medtech business or regulatory sectors with proven business development experience. It is essential that the postholder 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 business development 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 healthcare impact for our region's communities.

The postholder will be responsible for leading events and other 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 postholder will be expected to contribute to expanding Eastern AHSN's commissioned work to support diversification of our corporate income with a track record in leveraging funding and/or generating return on investment across applicable projects.

## **Key responsibilities**

As a senior advisor, the postholder 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, leading and being accountable for their successful delivery from start through to completion.
- Provide project/programme leadership 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 principal 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.
- Build and nurture relationships with relevant stakeholders to support the successful delivery of projects.
- Liaise with other members of Eastern AHSN and the wider AHSN network to share best practice.
- Ensure the work undertaken aligns to relevant national guidance and best practice, including NICE clinical guidance.
- Line manage advisors as required.

## **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 and do not offer clinical advice.
- Adhere to all company policies and procedures and any applicable legislation.

## Person specification

	Essential	Measured at:	Desirable
<b>Qualifications and training:</b>	Educated to degree level, or with equivalent professional experience in healthcare innovation procedures	Application	
<b>Knowledge and understanding:</b>	<p>Experience within the life sciences/medtech business or regulatory sectors with proven business development experience</p> <p>In-depth specialist knowledge of developing value propositions for health technologies</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>	<p>Application / Interview</p> <p>Interview</p> <p>Interview</p> <p>Application/Interview</p>	Experience of project management methodologies
<b>Skills:</b>	<p>Ability to create compelling offers for paid work</p> <p>Strong data and analytical skills</p>	Application / Interview	

	<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> <p>Strong attention to detail and accuracy</p> <p>Good levels of emotional intelligence and resilience</p>		
<b>Experience:</b>	<p>Experience of working with the health tech industry to develop and commercialise innovative product(s)</p> <p>Experience of analysing complex qualitative and quantitative data</p> <p>Experience of embedding innovation into health care systems</p> <p>Experience of managing complex programmes and / or projects</p> <p>Experience of managing and developing team members</p>	Application / Interview	<p>Experience of translating policy into practice</p> <p>Experience of working with or across international health care markets</p> <p>Can demonstrate developing team members beyond basic HR functions</p>
<b>Disposition/ Aptitude:</b>	<p>Evidence of the ability to work with teams in developing solutions</p> <p>Ability to develop good relationships with senior</p>	Interview	

	colleagues within and outside of the organisation  Demonstrable interest in healthcare innovation and improvement  Ability to maintain credibility of self and the team  Ability to work flexibly (hours of work and duties) both autonomously and within a small team		
<b>Right to work in the UK:</b>	Applicants must be able to provide evidence of their right to work in the UK at the point any job offer is made	Application	

### **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:

- Industry partners including SMEs and large corporates within the health arena
- Academic partners in Health Education Institutes 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 wholetime 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.

*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.*