

JOB TITLE: Innovation Manager

REPORTING TO: Head of Technology Transfer

ACCOUNTABLE TO: Chief Executive

Purpose of the Post (Summary)

Health Enterprise East (HEE) is a leading NHS Innovation and Technology Consultancy based in Cambridge. A key aspect of HEE's work is providing Intellectual Property Management Services to our 24 strong network of NHS member organisations across the South of England.

As Innovation Manager you will work closely with the innovation team and Head of Technology Transfer to provide a management and supportive role in the process of identifying, evaluating, protecting and exploiting valuable Intellectual Property (IP) arising from within the NHS.

You will be responsible for providing professional advice and support to our network of member organisations within the NHS and provide effective project management to enable successful commercial exploitation of medical technologies, software and related Intellectual Property (IP).

Key Responsibilities

- To identify medical technology, software, training aids and related IP projects arising from within the NHS
- To evaluate, protect and develop medical technology, software and training aids related IP projects
- To support and manage a portfolio of projects and assess the best route to successful commercial exploitation on a case-by-case basis
- To provide support in the negotiation of commercial deals for project related IP on behalf of NHS organisations who are members of HEE
- To deliver presentations on company services to current and potential clients
- To help deliver and expand our Innovation Scout training courses to NHS staff within our member network and beyond
- To develop a network of contacts within NHS R&D departments, commercial and professional organisations with an interest in this area
- To ensure all project related activities and external contacts are entered into the relevant company databases
- To produce regular information and reports for the Innovation Team, Senior Management and our network of NHS members as required

- To represent HEE at meetings, conferences, tradeshow and events as appropriate (whether regional, national or international)
- Working together with colleagues, seek ways to actively promote HEE to the NHS, member organisations, funding bodies, other public sector partners and the wider business community
- To provide assistance with any other HEE run initiatives and programmes as required

Person Specification

- Demonstrate a strong all-round knowledge of IP issues relating to innovative new technologies within the life sciences sector
- Candidates should have a degree or equivalent level experience in a science, engineering or IT related discipline and further intellectual property qualifications are desirable, but not essential
- Experience of managing health related innovations and IP through to commercialisation is desirable
- Market research and commercial due diligence skills are desirable
- Experience of building technology business cases for investment is desirable
- Strong interpersonal, verbal and written communication skills
- A team player that is motivated by the success of the business
- Excellent project management and organisation skills
- A self-starter committed to making things happen with the ability to motivate others
- Excellent IT skills including a good understanding of Microsoft Office software e.g. Word, Excel and PowerPoint
- Ability to travel independently to venues around the UK at times and for durations required by the role. This may require the post holder to be away from the main base of operations for overnight periods and may also include international travel.