



The Role	Senior Business Engagement Manager
Location	Harwell Campus, Oxfordshire
Grade and salary	From £50,000 per annum (depending on skills and experience)
Hours	Full Time (37.5 hours per week)
Contract type	Permanent
Reporting to	Laura Holland
Vacancy reference	10415

The Rosalind Franklin Institute (the Franklin) is a technology institute for life science, creating innovative technologies that transform our understanding of life. Our technologies, borne out of innovation in physical sciences, create collaborations and new avenues in life science which will lead to new therapeutics and advance our understanding of human biology.

The Role:

The [Rosalind Franklin Institute](#) (the Franklin) is a technology institute established by the UK Government as a unique centre committed to advancing tools that are needed to transform healthcare in the future.

The Institute brings together researchers in life and physical sciences, and engineering, to develop a spectrum of tools which we will use to image, interpret and intervene in biological systems. These insights will speed up the discovery of new medicines, help find new diagnostics and contribute to a deeper understanding of human health and disease. Our Science Strategy seeks to focus the Franklin's research and unite our researchers around our Technology Innovation Challenges and Life Science Challenges. For more information on the Franklin's Challenges [click here](#).

The Senior Business Engagement Manager will play a leading role in developing and managing Franklin's portfolio of industrial relationships, partnerships and commercial opportunities.

Working closely with Challenge Leaders, and senior researchers, the postholder will identify opportunities to connect the Franklin's world-class science and technology capabilities with external organisations across sectors including biotechnology, pharmaceuticals, health technology, advanced engineering, instrumentation, AI, data science and related industries.

The role combines strategic relationship management, business development, partnership creation and support for commercialisation activities. The successful candidate will work with researchers and external partners to develop collaborative projects, translational programmes, licensing opportunities and pathways to impact.

The postholder will also contribute to developing a culture of engagement and translation across the Institute by providing training, guidance and practical support to researchers and professional services colleagues.

Key Responsibilities

As a Senior Business Engagement Manager, you will:

Industry Partnership Development

- Develop and manage a portfolio of strategic industrial relationships aligned to Franklin's scientific priorities.
- Identify and secure new partnership opportunities with companies, innovation organisations and investors.
- Build and maintain relationships with senior stakeholders across industry, academia and the innovation ecosystem.
- Work with scientific leaders to understand emerging industrial needs and identify opportunities for collaboration.
- Develop account management plans for key industry partners.

- Represent Franklin at conferences, industry events, networking activities and stakeholder meetings.

Business Development and Income Generation

- Develop a pipeline of partnership, sponsorship and collaborative research opportunities.
- Support the generation of income through industrial collaborations, consultancy, translational funding and strategic partnerships.
- Work with researchers and facility managers to develop compelling propositions for external partners.
- Support the preparation of business cases, partnership proposals and funding applications.
- Identify routes to expand Franklin's engagement with sectors relevant to its scientific strengths.

Commercialisation and Translation

- Work with researchers to identify technologies, capabilities and expertise with commercial potential.
- Support the progression of intellectual property opportunities in collaboration with external commercialisation and technology transfer partners.
- Contribute to the development of commercialisation pathways, including licensing opportunities and collaborative development projects.
- Assist with market assessment, partner identification and technology positioning activities.
- Support the development and maintenance of a visible pipeline of translational and commercial opportunities.

Business Engagement Programmes

- Design and deliver programmes that connect Franklin researchers with industry.
- Develop workshops, networking activities, industry showcases and capability demonstrations.
- Create opportunities for businesses to engage with Franklin research programmes and technology platforms.
- Establish mechanisms for gathering industry insight and informing strategic planning.

Training and Capability Development

- Develop training and guidance materials to improve commercial awareness and engagement skills across the Institute.
- Provide practical advice and mentoring to researchers seeking to engage with industry.

Internal Collaboration

- Support coordination between scientific and operational teams
- Contribute to organisational planning, reporting and impact evaluation activities.
- Promote best practice in partnership management and external engagement across the Institute.

Skills and Experience

Candidates will be shortlisted based on the extent to which they meet the criteria below, but we welcome applications from individuals who do not fully meet all role requirements.

Skills and Experience	
Selection Criteria	Essential: Qualifications Degree or equivalent experience in a scientific, engineering, technology or related discipline.
	Experience - Significant experience in business development, business engagement, knowledge exchange, partnership management or a related role. - Experience of developing productive relationships with external stakeholders. - Experience of identifying and developing collaborative opportunities between organisations. - Experience working within a research, innovation, technology or science-based environment. - Experience designing and delivering engagement programmes, events or initiatives. - Experience supporting income generation or business development activities.
	Knowledge and Skills - Understanding of the research and innovation landscape. - Knowledge of the principles of technology translation, innovation and commercialisation. - Excellent interpersonal, networking and relationship management skills. - Strong written and verbal communication skills. - Ability to +influence and engage a wide range of stakeholders. - Strong organisational and project management skills. - Ability to manage multiple priorities and work independently.
	Desirable - Postgraduate qualification in a relevant discipline. - Experience working with research institutes, universities, funding organisations or technology-based businesses. - Familiarity with intellectual property management and licensing processes. - Experience developing industry-academic partnerships. - Knowledge of UK innovation funding mechanisms and translational programmes.

- Experience delivering training, workshops or professional development activities.

The Rosalind Franklin Institute is committed to equality, diversity and inclusion and welcomes applications from all. This job description sets out the skills and experiences we believe are needed to be able to do this job but, research also tells us women are much more likely than men to take this list of requirements as absolute and self-select out of the process. If you think you can deliver this role then we want to hear from you, regardless of the boxes you did not tick.

Reporting Structure

The postholder will be reporting to Director of Strategic Marketing and will work closely with:

- Institute Director and Chief Operating Officer
- Challenge Leaders
- Research Grants and Contracts Team
- Communications Team
- Innovation Manager
- External commercialisation and technology transfer partner
- Franklin's external advisory boards

Direct Reports

No direct reports initially, although the successful candidate may contribute to the development and supervision of future business engagement staff or placement students.

What Success Looks Like

Success in this role will be demonstrated through:

- Growth in the number and quality of industrial partnerships.
- Increased engagement of researchers with external organisations.
- Development of a robust pipeline of collaborative opportunities.
- Increased industrial participation in Franklin programmes and activities.
- Growth in translational and commercialisation opportunities.
- Positive feedback from industrial and academic partners.
- Increased awareness and capability among staff in business engagement and commercialisation.
- Contribution to the Institute's impact, sustainability and strategic objectives.

Staff Benefits

- 25 days holidays, plus Bank holidays, and Christmas holiday shutdown
- Generous pension scheme (employer's contribution currently up to 18%)
- Group Life Assurance (also known as Group Life Insurance)
- Buying and Selling Annual Leave
- Workplace Nursery Salary Sacrifice Scheme
- Hybrid and Flexible Working
- Training and professional development opportunities for staff at all levels
- Bus pass discount scheme and good transport links to Oxford and surrounding area
- Access to employee discount platform (Perkbox)
- Occupational Health and Wellbeing support including Employee Assistance (24/7 support and counselling)
- Health Cash Plan
- Subsidised canteen and food outlets on campus
- Cycle to Work Scheme
- Free on-site parking
- Hub building with state-of-the-art laboratories
- A beautiful campus location set in stunning Oxfordshire with social and sports clubs open to staff

Flexible Working

We offer flexible working arrangements for employees including flexible hours, part-time hours and hybrid working to help everyone get the right balance between work and personal life.

Professional Development

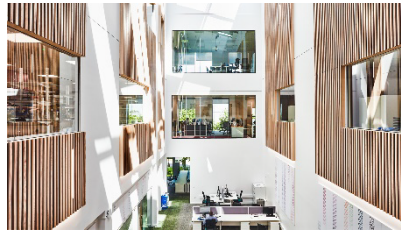
As an organisation we appreciate that our people are one of our biggest strengths. We are committed to supporting your learning and development, helping you gain the skills you need to succeed in your role. Regardless of your level of experience and your role, we can assist you with building your expertise, experience, and professional qualifications at key career stages.

Reflecting the world we live in

Our underlying aim is to produce the best science for research today, and this means resolutely embracing a diverse team, who have a wide range of experiences, skills, and knowledge to push forward on the innovative work our institution delivers. Both our work and our institution are better for it.

For further information, [view our equality, diversity, and inclusion policy](#).





Adventure - Our projects, by their nature, carry significant risk, combined with significant pay-off in scientific, economic, and patient benefits if successful. Risk is mitigated by engaging experts from across disciplines and working together to approach large challenges.

Engagement - Our projects are not conceived of or delivered by one organisation alone, they engage multiple partners across academia and industry and there is demonstrable support for their development by these communities.

Novelty - Our technologies will be novel in their application and design, offering tools to the academic and industrial communities which enable significant new research potential and economic benefit.

Utility - Our technologies will be sought after by both academic and industrial communities, and access will be opened to as wide as possible, ensuring that the research benefits are maximised.

Partnerships & Collaborations

Our Funders

The Institute operates as an independent charity, with funding provided by the UK government through [UK Research and Innovation](#), managed by [UKRI-EPSRC](#).

Our Partners

The Institute has been formed by a group of ten university partners from across the UK, Diamond Light Source, and the research council UKRI-STFC. As a member of our Operations Team, you are likely to interact with a variety of teams across different organisations, for example:

- University of Oxford
- University of Birmingham
- Diamond Light Source
- University of Cambridge
- University of Edinburgh
- Imperial College London
- Kings College London
- University of Leeds
- University of Manchester
- University of Southampton
- University College London (UCL)
- STFC-UKRI

Collaborations

Developing our technologies is best done hand in hand with the communities who will use them – we are keen to collaborate in the development stage of our technologies, to bring both test questions and technical expertise. [For more information on the types of collaborations that we are looking for at the Franklin, please visit our collaborations webpage](#)

Our Location

The Hub at Harwell

The Rosalind Franklin Institute is a national interdisciplinary research centre, funded by the UK government through UK Research and Innovation (UKRI). We are dedicated to creating new disruptive technologies which will allow us to see the biological world in new ways, from picometre-scale atoms to centimetre-scale tumours. These technological advances will speed up the discovery of new medicines, help find new diagnostics and contribute to a deeper understanding of human health and disease.

The Franklin operates from a purpose-built research facility on the Harwell Science and Innovation Campus near Didcot, a unique community of government, academia and industry working to accelerate progress on key issues. The 700-acre campus is steeped in world-firsts, and technology and research are at the heart of everything Harwell does.

Our building houses both specialist laboratories, research scientists and operational staff within a state-of-the-art facility designed to inspire our people in their work and create a welcoming hub for our collaborations and visitors. Our research values of adventure, novelty, engagement, and utility are drawn on and exemplified by the Franklin team through our collaborations with universities and industrial partners, both in the UK and internationally.

Harwell Campus

[Harwell Campus](#) is Europe's largest Science and Innovation Campus. With a heritage of 75 years at the forefront of UK innovation and discovery, The Campus continues to drive scientific advancements to the benefit of the UK economy and to improve the human condition, centered around an open innovation community and culture. The contribution that Harwell makes to the UK is significant - leading in research and achieving commercial success in key global markets, including Life Sciences, Space, Energy, Supercomputing, AI and Big Data. With 6,000 people employed across +200 public, private, and academic organisations, and an estimated Gross Value Added (GVA) of over £1 billion, Harwell provides job creation and economic growth that benefits the whole country.



Recruitment Process

Inclusion and Reasonable Adjustments

Our approach to working is collaborative, welcoming, and encourages diversity in all its forms. We are committed to creating an inclusive environment where every applicant has an equal opportunity to showcase their talents and abilities. This includes making adjustments for candidates with specific needs. Please contact us at recruitment@rfi.ac.uk to discuss your requirements confidentially.

How to apply

To apply for our vacancies, you need to create an account. To register, please visit our [website](#). To browse all available employment opportunities at the Franklin, please visit our current vacancies page [here](#).

Acknowledging your application

Once you have submitted your application, you will receive an automatic email confirmation. You can check the progress of your application or change your contact details at any time by logging into your account. For any questions regarding applications please contact recruitment@rfi.ac.uk

Outcome of applications

We aim to provide an update on the status of your application within 6 weeks of the closing date of the vacancy. We may receive a large volume of applications for our vacancies, so it might not always be possible individually to every application.

Applicants should refer to our [Candidate Privacy Policy](#)

Informal enquiries can be addressed to recruitment@rfi.ac.uk



Laura Holland
Director of Strategic Marketing
[View Profile](#)