



Job Description

Post title: Managing Director - Medical Technologies Innovation Facility (MTIF)	Post No: NT0416
Organisation Unit: UET Directorate	Date compiled: May 2022
Grade: Academic & Support Heads	Hours per week: 37 Weeks per year: 52
Immediate line manager: Pro Vice-Chancellor for Enterprise and Knowledge Exchange	
Designation of any staff supervised by the postholder: Direct reports include a Technical Director, a Senior Business Development Manager and a PA. Guidance to wider team members and School-based academics collaborating with MTIF will also be involved.	
Job purpose: Work with the support of the Management Board to: <ol style="list-style-type: none">1. Lead the Medical Technology Innovation Facility (MTIF) across two sites as a centre of excellence that is attractive to industry and wider collaboration partners.2. Take overall responsibility for the development and execution of business strategies and operations, so that MTIF achieves financial sustainability and its wider goals, in line with the business plan.3. Develop MTIF as a recognised brand in the field of medical devices and technology with national and international reach.4. Develop and maintain positive, trust-based relations with clients, business partners, stakeholders, and authorities.5. Lead MTIF as a flagship facility to enhance NTU's national and international reputation for research in medical technology.	

Principal duties and responsibilities:

Work with the support of the Management Board to:

1. Evolve MTIF's strategy and direction in terms of medical device and technology research and commercial activity.
2. Oversee MTIF's business operations, financial performance, and ventures, taking overall responsibility for the achievement of short- and long-term goals and delivering the required return of investment.
3. Provide line management, direct and delegated, for the staff employed within MTIF, supervising, guiding and delegating responsibilities as appropriate.
4. Maintain awareness of the competitive market environment and research funding landscape.
5. Ensure the delivery of research and commercial income in line with the Business Plan through successful business development, delivery of commercial and research contract and other income/funding activities, working with academic and other colleagues.
6. Report to the relevant boards and stakeholders on performance, operational summaries, market insights, provide advice on solutions and improvements.
7. Build and enhance public profile of MTIF at events, speaking engagements and through use of marketing channels such as the website, social media, press releases, conferences and trade shows.
8. Ensure that all appropriate institutional, building operation and quality system external certifications are in place and are maintained during the operation of MTIF.
9. Develop and grow the wider MTIF client and partnership base to provide a network of "bench to bedside" provision in the Midlands and nationally and which can also act as participants in collaborative projects and funding applications.
10. Engage with other key partners, such as national and local government bodies, licensing authorities, regulatory bodies and industry representatives, to collaborate with and generate mutual benefit.
11. Support academic colleagues in the university to translate relevant medical technology research towards commercial and clinical impact, developing synergies between research strengths and market need.
12. Be a member of and build strong internal relationships with the University Leadership Team
13. Deliver the outcomes and outputs relating to the D2N2 LEP funding requirements.

- 14. Work to ensure that impactful industry-led research and commercialisation is carried out that can contribute to Research Excellence Framework (REF) and Knowledge Excellence Framework (KEF) returns.
- 15. Promote a high performance, positive and inclusive culture within MTIF which aligns with that of the University, and which provides for a proactive approach to health and safety management and promotes dignity, equality and respect.
- 16. Assess, manage, and resolve problematic developments and situations.
- 17. Ensure that MTIF processes and procedures operate within the University's framework of HR, legal, financial and administrative systems, and are communicated effectively with the team.
- 18. Promote the mission, image and effectiveness of the University externally.

N.B. The postholder may be required to undertake any other duties which may reasonably be required as within the nature of the duties and responsibilities of the post as defined, subject to the proviso that normally any changes of a permanent nature shall be incorporated into the Job Description in specific terms.

Job description drawn up by	Mary O'Neill, Executive Dean of School of Science and Technology	Date: Sept 2022
Approved for department by	Nicola Townsend, HR Business Partner	Date: May 2022

Person Specification

Post Title: Managing Director- Medical Technologies Innovation Facility		Post No:
Organisation Unit: UET Directorate		
Attributes	Essential *	Desirable
Knowledge	<p>Detailed knowledge and contact base in medical technology, with an excellent understanding of market trends and opportunities for innovation.</p> <p>In-depth technical knowledge within the medical technology industry (from personalised medicine and in-vitro diagnostics to medical devices and digital health) and a detailed understanding of the product development cycle from concept to commercialisation.</p> <p>Knowledge and understanding of the interface between academic institutions and commerce.</p> <p>Financially literate and commercially astute, with a sophisticated understanding of commercially orientated performance.</p> <p>Knowledge and understanding of funding mechanisms to obtain research grants and wider commercial income for medical technology related projects.</p> <p>Knowledge and understanding of government policy and strategy linked to Medical Technology, and how it translates through mechanisms like the Government's Innovation Strategy and the Midlands Engine.</p>	<p>Knowledge and understanding of the regulatory and licencing requirements and procedures for medical devices and medical technologies.</p> <p>Experience in contacting and working with regulatory and licensing bodies.</p>

Skills	<p>Ability to create and communicate a compelling value proposition for MTIF, attractive to industry (as customers) and other organisations (as collaborators, partners and funders).</p> <p>Ability to translate industrially driven challenges and market needs into strategic research and commercial opportunities for MTIF.</p> <p>Ability to develop and deliver a growth strategy, and to develop practical and innovative, operational solutions for the successful delivery of strategy.</p> <p>Ability to build and lead an effective team in a dual site environment ensuring it is motivated and capable to deliver on commitments.</p> <p>Ability to lead on the development of large-scale multi-disciplinary funding proposals.</p> <p>Good financial acumen and an ability to manage and report on financial performance.</p> <p>Excellent communication, influencing and negotiating skills, to develop effective partnerships and alliances across a diverse range of stakeholders, and to close deals.</p>	
Experience	<p>Recent experience of innovation and commercial success in a senior role in a medical technology related organisation.</p> <p>Experience of leading a senior team, demonstrating success with respect to strategy, operations and delivery of targets.</p> <p>Significant experience in managing a medical technology facility (e.g. manufacturing or R&D), in accordance with relevant regulations.</p> <p>Excellent track record in developing, generating and delivering successful research and commercial funding.</p> <p>Experience of operating successfully within a multi-stakeholder environment, developing effective partnerships and delivering lasting change and improvement through others</p> <p>A proven track record of working with or in industries and taking concepts through R&D towards commercialisation.</p>	

Qualifications	Degree qualification together a substantial combination of commercial and product development/ research experience.	PhD in a relevant discipline		
Competencies	COMPETENCY Communicating and Influencing: Communicates and negotiates effectively with a range of stakeholders on complex matters which have future implications for the success of the University. Alert to internal and external dynamics of the organisation. Incorporates wider political factors into influencing strategy. Team Working: Recognises and develops opportunities for team working at cross university level, driving improvements to the teams' outputs/services and developing colleagues within the team. Leading and Coaching: Is visible and publicly champions initiatives to provide direction. Takes responsibility for an area of work and for its outputs. Makes time to get to know people and motivate them. Regularly reviews performance of self and others. Organisation and Delivery: Adopts a long term view and plans resources accordingly. Develops local strategy in support of the Strategic Plan and develops resourcing models to underpin implementation.	LEVEL 4 4 4 4	COMPETENCY Creativity and Innovation: Develops and implements new concepts, models, approaches to practice and products that have a significant impact on the longer success of the University. Drives strategic thinking. Entrepreneurial and Commercial Focus: Spots and progresses business and opportunities for collaborative working externally and internally.	LEVEL 4 3

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* Please note: in compliance with our obligations under the Immigration, Asylum & Nationality Act 2006, we will require to check proof of eligibility to work in the UK