An exciting opportunity for a Principal Global Alliances Manager

Lhasa Limited is a successful not-for-profit company and educational charity, with an enviable reputation for collaborative scientific development. Our world-leading software and database systems are used globally in the pharmaceutical, cosmetics, chemical, agrochemical and other sectors for the prediction of toxicity, metabolism and degradation. Our continued success means that we now are seeking additional people to work with us in our prestigious head office in the heart of Leeds.

Principal Global Alliances Manager
(Full Time, Permanent)
Competitive Salary + 34 Days Holiday + Generous Pension

What is the role?
An opportunity now exists for a highly motivated individual to join our expanding Global Alliances Team.

This varied role will see you maintaining relationships with Regulators, Members and Prospects in order to expand Lhasa’s position in the market. Identifying, winning and leading strategic business development projects, as well as identifying and participating in consortia projects.

This role involves high levels of collaboration with internal and external stakeholders as well as frequent national and international travel.

Who are we looking for?
Educated to degree level or equivalent in chemistry or a related life science discipline with knowledge of toxicity and toxicity paradigms.

You will have a desire to build your career in alliances management and be able to demonstrate an aptitude for relationship building, negotiating & influencing as well as leading multi-disciplinary teams, ideally within the pharmaceutical or related industries.

You will be a self-starter who takes personal ownership of challenges and thrives on success and will enjoy the trust and autonomy that comes with working for a forward-thinking team.

What do we offer?
Based in our modern office environment and working alongside exceptionally talented colleagues developing meaningful scientific software that supports the delivery of life-enhancing products which make a positive contribution to a reduction in animal testing.

Our charitable status enables us to make altruistic decisions for the public benefit and to work with some of the leading organisations in the world to really make a difference. Lhasa’s collaborative approach is widely trusted by our member organisations and ensures that we are able to access privileged information helping our people to gain the job satisfaction that arises from working on something special.

Salary is expected to be circa £50k pa. dependent upon skills and experience. Lhasa provides a generous pension scheme, 34 days personal holiday allowance plus statutory holidays and extensive training.

Join us if you want your career to make a positive impact for yourself and others.

Job reference number: PGAM Leeds

shared knowledge ● shared progress

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MINDFUL EMPLOYER

Company Registration Number 017165239. Registered in England and Wales. VAT Registration Number GB 396 0737 77.
Principal Global Alliance Manager Job Description

Summary of the Role

To apply high quality alliance management in order to allow:

1. Lhasa to maintain and improve its relationships with Regulators, Members and Prospects across all market sectors;
2. Identify, scope, win and lead strategic projects which allow Lhasa to extend into new scientific and technical areas;
3. Identify, scope and participate in grant funded, consortia projects consistent with Lhasa strategy;
4. Strategic leadership of:
   a. external member based consortia/collaborative groups for the purposes of developing software solutions, and incorporating shared data, ideas and knowledge in order to support the scientific strategy of Lhasa;
   b. Internal, multidisciplinary teams (which will include software development, testing and research scientists) in order to deliver packages of work within the externally funded collaborative projects which Lhasa is currently/will be involved in.

Reports to

- Will report directly to the Director of Global Alliances or their nominee.

Main Responsibilities

- Manage and develop relationships with Lhasa members and prospects globally, identifying their needs and aligning these to the strategic objectives of the company;
- Influencing internally and externally to fulfil the requirements of the accounts;
- Identify new opportunities in order to allow Lhasa to move into new territories and scientific areas that embed current and future software products into the Lhasa member companies;
- Program management of strategic projects and liaising internally with the relevant stakeholders to ensure the delivery happen in a timely manner and to expectations;
- Create business cases and assess these throughout the project lifespan, including analysis of competitors and other factors which could impact the project;
- Driving contractual arrangements for new products, strategic projects, and collaborations in line with Lhasa Limited policies and strategies;
- Supporting the development of the Lhasa Regulatory Strategy & delivery of the strategic aims therein;
• Own work planning against objectives set in agreement with the Director of Global Alliances or their nominee.

**Other Duties**

• Support the Chief Executive Officer in pursuit of strategic and political goals;

• Undertake additional tasks and responsibilities as may be reasonably expected of the role and as necessary in order to achieve the objectives of the department and Lhasa Limited goals;

• The Global Alliance Manager will be responsible for their day-to-day work planning against objectives agreed with the Director of Global Alliances, or their nominee.

**Policies and procedures**

• To comply with all relevant company policies and procedures

• To complete all documents and records as required by the company policies and procedures.
Principal Global Alliance Manager
Candidate Profile

Education and Qualifications

- Educated to degree level or equivalent in chemistry or a life science discipline with a fundamental understanding of organic chemistry
  - Essential
- PhD in relevant Chemistry/Life science(s)
  - Desirable
- Business level fluency in more than one language
  - Desirable
- Knowledge of Toxicity/ new Toxicity Paradigms
  - Essential

Skills and Knowledge

- Excellent negotiating and influencing skills
  - Essential
- Experience of building positive relationships (internal & external), with prospects colleagues and other relevant industry contacts
  - Essential
- Self-starter, able to complete tasks and manage deadlines
  - Essential
- Experience in leading multidisciplinary project teams
  - Essential
- Experience to facilitate consortia, taking into account varying viewpoints and positions and instil unity of purpose and aims for the consortia
  - Essential
- Knowledge of relevant biological systems, toxicology and chemistry
  - Essential
- Basic IT skills (use of Microsoft Windows, Internet Explorer, Office or similar products)
  - Essential
- Understanding of the use of scientific computer software for modelling of chemical structure-property predictions and database systems
  - Desirable
- Excellent interpersonal, communication, organisational and presentation skills, both written and verbal with an ability to interact and cooperate with colleagues and contacts across international markets
  - Essential
- An individual who strives on success and who has the persistence to follow problems through to their final resolution; understands all aspects relating to “ownership”
  - Essential
Abilities

- Able to communicate scientific concepts with clarity
- Able to generate ideas, create opportunities and advise how to translate them into working practise
- Able to sell new concepts in order to gain pre-financing for projects
- Able to deal with varied tasks and to work under pressure to meet deadlines and targets
- Able to work effectively and responsibly without close supervision
- Able to work well in a team environment
- Able to enthuse and motivate people
- Able to deal with people and understand different cultural backgrounds
- Self-confident and self-aware with gravitas, presence and credibility

Experience

- Experience of working in a scientific research or development environment
- Experience of working with consortia based, grant-funded projects
- Experience of developing business proposals & business cases for new research projects and/or new product development
- Experience of carrying out due diligence for acquisitions
- Experience of networking with a wide range of external organisations within different territories
- Experience within the Pharmaceutical or related Industry

Personal Characteristics

- Proactive and innovative
- Persuasive and diplomatic
- Self-confident and self-aware with gravitas, presence and credibility
- Outgoing
- Must be willing to travel extensively internationally
- Supportive
- Passionate
• Professional  Essential
• Accountable  Essential