

Job Title – Commercial/Business Development Manager: Type 2 diabetes Remission

DIRECTORATE:	Directorate: Operations (Services) – in collaboration with the Research Department and other directorates across Diabetes UK
TEAM:	Services
REPORTING TO:	Assistant Director – Services
CONTRACT:	Full-time, 6 month fixed-term contract – extension to contract subject to additional funding



WORKING RELATIONSHIPS:

Inside Diabetes UK
Operations, Research, Engagement and Fundraising, Legal and other Diabetes UK teams as required
Outside Diabetes UK
Establish cross-sector relationships through liaison with relevant commercial organisations nationally and internationally.

OVERALL PURPOSE OF THE JOB

The purpose of the role is to:

- To assess whether there is a role for Diabetes UK in providing services relating to the remission of Type 2 diabetes.
- To understand whether there could be any commercial, and therefore financial, benefit from the proposed approaches.
- To bring together considerations/options identified and assess suitability, viability and feasibility.
- To fit in with the wider corporate strategy around Remission
- To achieve mission and financial return in relation to Remission commercial services.

MAIN DUTIES AND RESPONSIBILITIES:

Objective

- By year-end 2019 to review and assess the service options identified and put in place a commercial strategy related to remission.
- To develop a comprehensive remission strategy related to services, including financial plan, by year-end 2019 for potential implementation in 2020.
- To develop, following engagement and consultation with stakeholders, a detailed implementation plan for 2020.

Key responsibilities

The key responsibilities will be reviewed dependent on the contract duration the individual is appointed for.

- Develop a commercial development strategy and subsequent implementation plans.
- Develop the strategy for commercial income growth in this specialist area, in preparation for implementation, including assessing competitor provision and national and international opportunities.
- Produce & disseminate policies written to ensure that Diabetes UK is compliant and in line with any regulations in this area.
- Assess and establish the scope of necessary marketing.
- Establish cross-sector relationships through liaison with relevant commercial organisations nationally and internationally.
- In collaboration with the relevant senior leaders across Diabetes UK, play a senior role in relation to any commercial activities ensuring that any activity is developed in the context of, and leverages, Diabetes UK's existing activities.

Other responsibilities

- Provide progress reports to governance committees and sub-committees relating to commercial development.

Subject to adoption of the strategy and contingent on the availability of continued funding for the post the post holder may be required to set up appropriate processes, systems and support services to meet the strategy and implementation plan.

Outcomes

- This role will develop service options, including commercial, for people trying to achieve remission, those who have achieved remission and those for whom remission has not been possible. Ensuring that they have evidence based support and information at this important time.
- To deliver an options paper for the Remission steering group and the Executive Team.

PERSON SPECIFICATION:

The best person for this job will have the following skills:

Skills & knowledge:

- Strong written and verbal communication skills to present information persuasively and influence stakeholders. Able to negotiate complex issues and secure buy-in at all levels by presenting arguments logically, checking for understanding and encouraging open, two-way discussion.
- Strategic thinker with excellent analytical skills, highly intelligent and able to understand 'the big picture'. Quickly assimilates information with the ability to sift and judge key factors and draw correct inferences.
- Excellent judgement, able to make prompt clear decisions that may involve tough choices.
- Draws on intellect and evidence to assess the facts and options available and identify a range of practical solutions to address issues.
- Skilled at balancing commercial and non-commercial objectives and activities.
- Commercial & business acumen, able to leverage external relationships to the advantage of the Diabetes UK.
- Commercially focused yet driven by strong social values and the desire to make a positive difference.

The best person for this job will have the following experience and qualifications:

Education/qualifications:

- Degree level education or equivalent experience.

Experience:

- Significant experience in commercial development.
- Proven ability to generate income from commercial services.
- Experience in a comparable organisation or similar relevant health environment, holding and stewarding key relationships on behalf of the organisation.
- Proven experience of working effectively as a member of a team to lead and develop strategy and deliver [subject to length of contract] against agreed brief and targets.
- Skilled at applying technology in commercial service design.

The best person for this job will be:

Personal attributes

- Strong personal drive and motivation to succeed as part of a cohesive and effective team.
- Focussed on achievement and continuous improvement.
- Takes accountability for own actions, addressing issues and reinforcing positive behaviour promptly.
- Positive and calm temperament even when under pressure.
- Patience to work in an environment where there are multiple stakeholders.
- Demonstrates the highest level of personal and professional integrity.