



THE
FRANCIS
CRICK
INSTITUTE

HEAD OF COMMERCIAL PORTFOLIO

JOB DESCRIPTION

MARCH 2024



AMERICAS ASIA PACIFIC EMEA

HEAD OF COMMERCIAL PORTFOLIO

The Chief Business Office has been created to establish an expanded translational and commercial offering from the Crick. There are four core functions: Translation & Entrepreneurship, Commercial Strategy and Portfolio, Business Development, and Business Operations.

The Translation & Entrepreneurship team is responsible for developing and delivering translational projects and industry collaborations, and strengthening the environment for translational and entrepreneurial activity. The Business Development team is responsible for driving the development and execution of the Crick's translation and commercial portfolio. The Business Operations team is responsible for ensuring effective and efficient delivery of the Crick's translation and commercial strategy, and ensuring appropriate governance, compliance and risk management. The Commercial Portfolio team is a new function within the Chief Business Office responsible for capturing business opportunities based on the expertise and infrastructure of the Crick and generating sustainable financial income for reinvestments into discovery research.

We are looking for a Head of Commercial Portfolio to lead this new commercial function. The Head of Commercial Portfolio will form part of the Chief Business Office Senior Leadership Team working collaboratively with the Director of Translation, the Head of Business Development and the Head of Business Operations. Reporting into the Chief Business Officer, the postholder will be responsible for developing and delivering a commercial strategy that aligns with the Chief Business Office's overall aims. With excellent leadership skills, the Head of Commercial Portfolio will have the ambition and drive to build and develop a high-performing, results focussed team with the ability to identify opportunities and develop new business projects that will secure commercial investment streams.

Salary: Competitive with benefits, subject to skills and experience

Job title: Head of Commercial Portfolio

Reports to: Chief Business Officer

Contact term: This is a full-time permanent position on Crick terms and conditions of employment.

KEY RESPONSIBILITIES

These include but are not limited to:

- Drive development and implementation of the Crick's new commercial strategy
- Set-up the commercial function and implement processes to support the commercial operations
- Build and develop a high-performing, effective commercial team
- Identify, select and execute new revenue opportunities (in alignment with Crick governance)
- Develop and deliver commercial revenue through the application of Crick scientific platforms, infrastructure and expertise, to include space licences; real estate partnerships; science technology platform commercialisation; data, digital & technology opportunities; consulting
- Engage internally and externally to develop robust business cases, identify potential commercial partners and oversee implementation of commercial arrangements
- Manage relationships with existing and prospective commercial partners
- Provide commercial and translational portfolio analysis (including resourcing, forecasting, VAT and tax assessments)
- Direct rigorous commercial analyses in support of commercial opportunities and overall commercial portfolio
- Manage operational performance of the Crick's commercial activities including resourcing, budgeting, governance and compliance
- Manage delivery against overall commercial (and translational) KPIs (in collaboration with Translation Operations and Business Management)
- Collaborate effectively with the Director of Translation and Head of Business Management as the CBO Senior Leadership Team.

KEY EXPERIENCE AND COMPETENCIES

In addition to the following, The post holder should embody and demonstrate our core Crick values: Bold; Open; Collegial.

- Experience of leading commercial teams, ideally in a scientific or research focussed environment
- Result focussed with proven experience of generating commercial income streams
- Ability to drive the commercial strategy
- Proven experience of identifying and delivering new business projects from insightful analysis with the ability to balance risks and projections
- The ability to continuously analyse projects and the ongoing performance of each, identifying risks and acceleration opportunities as projects progress
- Experience of operational management of commercial projects
- Proven leadership skills with the ability to motivate and drive team performance
- Excellent communication skills, both oral and written with the ability to relay straight forward and complex information to a broad range of stakeholders
- Excellent interpersonal skills enabling the post holder to influence and deliver at all levels
- Strong quantitative skills, with the ability to lead financial and commercial evaluations, including financial modelling and scenario development
- Strong planning skills, with the ability to prioritise in the face of competing demands, proven success in delivering work personally (and through others) to tight deadlines
- Strong decision-making skills, with the ability to use initiative and improvise in a changing environment
- Degree in relevant subject (e.g. science, engineering, finance, business management).



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