

At Strategic Allies Ltd, we have tremendous experience in the global search for innovative technologies, solutions, products, strategic alliances and other new business generating opportunities for our clients' new product development (NPD) and R&D teams. Embracing all aspects of Open Innovation and often looking for opportunities in places our mainly manufacturing clients don't even know exist, we also understand the importance of confidentiality and the sensitivity required to introduce the right opportunities in what can often be complex situations. Together with our network of personally known innovation facilitators, we have developed an energetic and tenacious approach to technology, alliance and acquisition scouting valued by our blue chip clients across a wide spectrum of industries and countries.

We are now seeking a new team member who will be working in a multi-disciplinary team and under the supervision of senior colleagues delivering scouting, landscaping and partner searches.

Key responsibilities of the role could include: -

- Undertaking secondary research using various information tools and databases (including scientific literature, patents, company and market data) and analysis of subsequent data and providing insights for use by research team for presentation to clients
- Identifying and generating leads for primary research (including with industry commentators, commercial contacts and academics/researchers)
- Conducting primary research to provide further insights for reports and to allow the filtering of potential opportunities and partners against client's technical and commercial requirements
- Preparing summary reports and presentation materials (from primary and secondary research), providing relevant technical and commercial information for the client's review
- Supporting the business development and fulfilment teams with events, the creation of articles and case studies, and networking support

The role presents the ideal opportunity to experience the world of "innovation" and to see how in practice this operates in the world's largest multinationals.

Essential requirements include: -

- A science or engineering degree and PhD
- Interest in science and new technologies and their integration into business; previous commercial experience is advantageous
- Good communication skills i.e. the ability to understand, interpret and communicate complex requirements and solutions to senior level contacts; Strong time management and planning skills are essential
- Experience in conducting secondary and primary research in a similar role would be advantageous
- Competency in use of Word, Excel and PowerPoint; Experience in use of CRM tools would be useful

This is an opportunity to become a valued member of a small but professional company focussed on growth in a dynamic environment where trust and practical results are fundamental but in an environment where we also enjoy working together. Hands-on training will be given in the specialist skills of the job.

Location will be Harpenden, Hertfordshire or possibility for remote working.

Please send CV and covering email to vicki@strategicallies.co.uk