







VACANCY PACK

Join us as we lead the search for a cure.

Registered with FUNDRAISING REGULATOR

ALZHEIMER'S RESEARCH UK FOR A CURE



WELCOME TO ARUK

If nothing changes, one in two of us will be directly affected by dementia – either by caring for someone with the condition, developing it ourselves, or both. Alzheimer's Research UK exists to change that.

As the UK's leading dementia research charity, we're working to revolutionise the way we treat, diagnose, and prevent dementia. But we won't stop there. We will keep going until we find a cure.

Working for Alzheimer's Research UK, you can be part of a team that is:

- Funding world-leading research into dementia across the UK and beyond. Our Research Network brings together nearly 3,000 dementia researchers, to share ideas, collaborate and accelerate our search for a cure.
- Providing information about dementia to people affected and their families.
- Helping to improve understanding about dementia and the potential for research to cure the diseases that cause it.
- Campaigning to keep dementia research on the political agenda and working to ensure government funding for research is a priority.
- Building a social movement behind our cause, inspiring thousands of people to stand with us to find a cure.
- Providing operational support to enable the charitable objectives to be met.

Alzheimer's Research UK is a fantastic place to work. Our pioneering spirit is reflected in the energy and drive of our employees. As CEO, I am extremely privileged to lead exceptionally talented and passionate teams who have the ambitions and determination to create a world free from dementia. We exist for a cure and, together, we will change lives.

Hilary Evans-Newton.

Hilary Evans-Newton
Chief Executive

Inclusive Employers Standard Silver
Accreditation 2024

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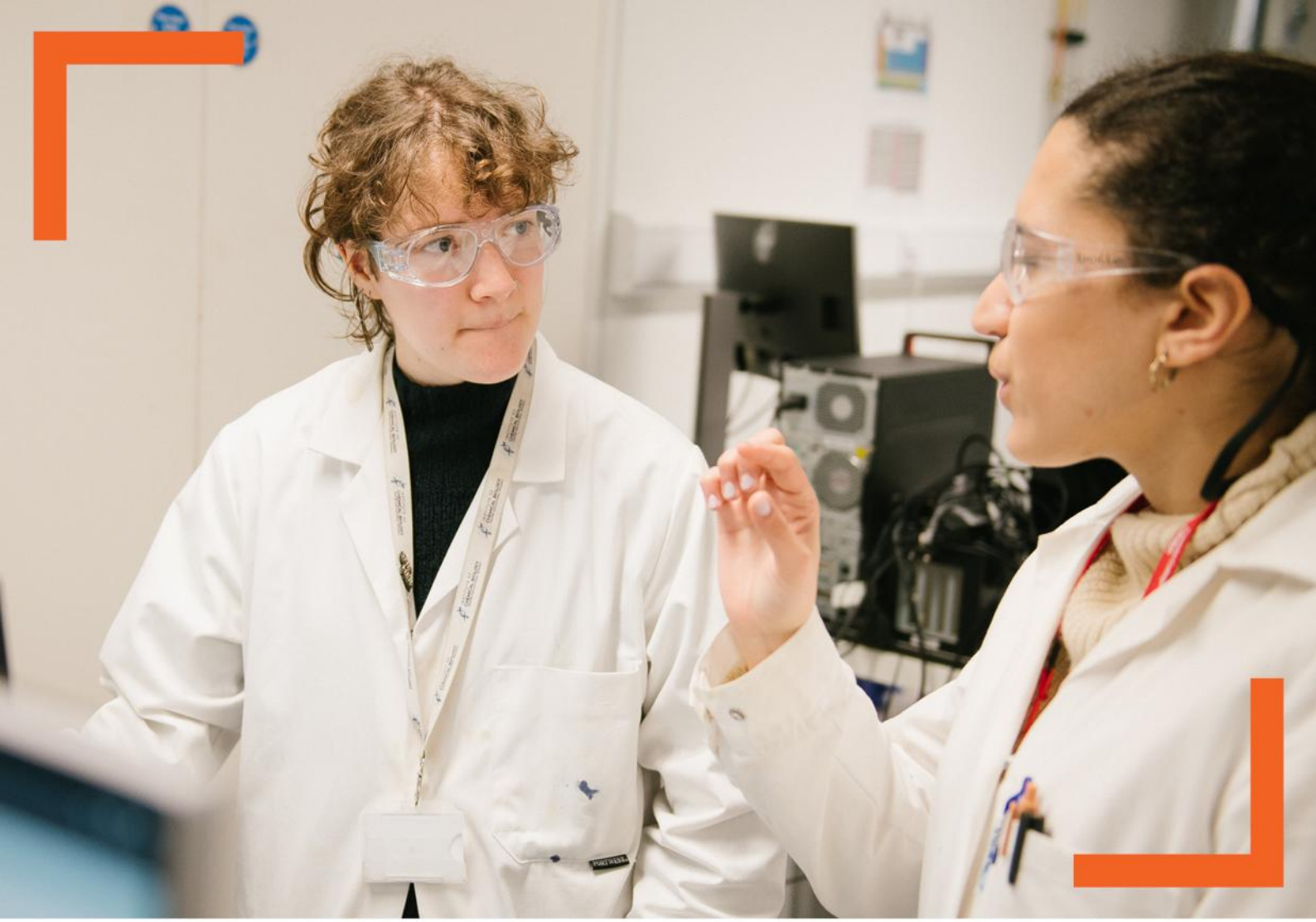

BUSINESS DEVELOPMENT MANAGER

JOB DESCRIPTION

Main Purpose of the Role

We are embarking on an ambitious new phase in our research strategy to strengthen the translation and commercialisation of discoveries arising from ARUK-funded research. Our aim is to help more promising research progress towards patient benefit by supporting the development of innovative therapies, diagnostics, technologies, datasets and other research outputs with commercial potential. This will include establishing robust oversight of commercialisation activity across our portfolio and helping selected opportunities progress towards onward investment, partnership or adoption.

The Drug Discovery Alliance (DDA) is one of ARUK's strategic initiatives, bringing together world-leading drug discovery institutes at the University of Cambridge, the University of Oxford and University College London to translate cutting-edge dementia research into potential new treatments. Since its inception, the DDA has played a critical role in identifying and progressing novel therapeutic opportunities and building the UK dementia drug discovery ecosystem.

The DDA's long-term success depends not only on excellent science, but also on effective commercialisation, strategic partnerships, investor engagement and deep understanding of the evolving drug discovery landscape. We are seeking an experienced Business Development Manager to lead and coordinate business development support across the DDA portfolio. Working closely with the Chief Scientific Officers (CSOs), Technology Transfer Offices (TTOs), ARUK colleagues and external partners, the postholder will help maximise the translational and commercial potential of DDA projects, build strategic relationships across the life sciences ecosystem and contribute to ensuring promising discoveries progress towards patient benefit.

This is a highly collaborative and externally facing role requiring strong scientific understanding, commercial awareness and relationship-building skills.

Key Responsibilities

Support commercialisation and partnering activities across the DDA portfolio

- Develop a detailed understanding of the DDA portfolio and the scientific and commercial opportunities associated with each project.
- Work closely with DDA Chief Scientific Officers to identify commercialisation opportunities and partnering strategies for priority programmes.
- Support the preparation of partnering materials, pitch decks, non-confidential summaries and other external-facing documents.
- Assist with the identification, assessment and management of potential partnering opportunities including licensing, spin-outs and research collaborations, working closely with the TTOs.
- Support partnering discussions, diligence activities and negotiations alongside relevant stakeholders.
- Monitor and track commercialisation progress and partnership activities across the DDA portfolio.

Lead competitive intelligence and portfolio insights

- Develop and maintain competitive intelligence across the DDA portfolio, including tracking competitor programmes, emerging scientific developments, partnership activity and investment trends.
- Produce market and landscape analyses to support portfolio decision-making.
- Contribute commercial insight and recommendations at portfolio review meetings and project prioritisation discussions.
- Identify opportunities, risks and market developments that may influence portfolio strategy.

Build strategic relationships across the dementia innovation ecosystem

- Develop and maintain strong relationships with Technology Transfer Offices, academic institutions and translational research organisations.
- Build networks with relevant biopharmaceutical companies, biotechnology companies, investors, venture capital firms and innovation organisations.
- Develop close links with organisations including the UK Dementia Research Institute, Dementia Discovery Fund and other strategically relevant partners.
- Act as an effective ambassador for ARUK and the DDA across the life sciences community.

Support the DDA Chief Scientific Officers

- Act as a trusted business development partner to the DDA Chief Scientific Officers.
- Provide commercial insight and market intelligence to inform portfolio decisions.
- Support the identification of opportunities to accelerate promising programmes towards partnership or investment.
- Facilitate knowledge sharing and lessons learned across the DDA.

Represent ARUK and the DDA externally

- Attend scientific, partnering and investment conferences to identify opportunities, gather intelligence and expand ARUK's network.
- Represent the DDA at external meetings, workshops and networking events.
- Monitor developments across the dementia, neuroscience and wider biopharmaceutical sectors.
- Share insights and opportunities across the Research Directorate and wider organisation.

PERSON SPECIFICATION

Knowledge, skills and experience needed:

Essential:

- Degree (or equivalent experience) in life sciences, biomedical sciences or a related discipline.
- Significant business development and partnering experience gained within the pharmaceutical industry, with direct exposure to drug discovery and development programmes
- Experience of working effectively in matrix organisations
- Strong understanding of the drug discovery and drug development process, ideally gained within pharmaceutical, biotechnology, CRO or translational research environments.
- Strong commercial awareness combined with scientific understanding.
- Experience conducting competitive intelligence, landscape analysis and market research to support strategic decision-making.
- Experience of evaluating scientific assets and progressing external partnering or commercialisation opportunities within a pharmaceutical environment
- Ability to assess complex scientific and commercial opportunities and translate insights into actionable recommendations.
- Experience building, managing and influencing relationships with a diverse range of stakeholders, including academics, technology transfer offices, biotech companies, investors and industry partners.
- Strong analytical, critical thinking and problem-solving skills.
- Excellent written and verbal communication skills, with the ability to explain complex scientific and commercial information to varied audiences.
- Strong organisational and project management skills, with the ability to manage multiple priorities and deadlines.
- Highly collaborative, with the ability to influence and build credibility without direct authority.
- Proactive, self-motivated and comfortable working independently in a fast-paced and evolving environment.
- Commitment to cause or the goal of finding cure to dementia.
- Willingness to travel, including occasional international and overnight travel.
- Knowledge of neurodegeneration, dementia research, licensing, spin-outs, investment transactions, or an existing network across biotech, pharma and investor communities would be advantageous.

EMPLOYEE BENEFITS

Alzheimer's Research UK would not be able to achieve its vision or accelerate progress towards a cure without the talent and dedication of its employees. It is therefore important to offer a range of benefits which are designed to meet both the organisational and individual needs, are market competitive and designed to attract and retain employees.



Holiday Entitlement

Employees receive 29 days holiday per annum, plus the Statutory Public Holidays. For every 3, 6 and 9 years worked, employees will receive 1 additional day's leave. There is also the option to buy up to 5 additional days holiday per year buy via salary sacrifice arrangement or carry over 5 days holiday to the following year. This holiday entitlement is pro-rated for new starters and part-time employees.



Healthcare

Employees are offered **Private Medical Insurance**, a **Health Cash Plan**, **Life Insurance** and **Income Protection.** Our **Employee Assistance Programme** provides employees and their family members additional support on problems which may be impacting their work/home life, health and wellbeing and is available 24 hours a day, 365 days a year.



Sick Pay

We offer enhanced Company Sick Pay, where employees receive their normal pay for up to 13 weeks (65 days) of absence through illness in any rolling 12-month period. This is pro-rated for part-time employees.



Pension

Subject to the eligibility criteria, employees are enrolled in our pension scheme but can opt out if they so wish. The charity contributes 5% and employees contribute a minimum of 4%. Salary sacrifice option also available.



Cycle to Work Scheme

Employees can purchase a commuter bike, clothing and accessories, whilst spreading the cost over a 12-month period and making savings through a tax break.



Family Friendly Policies

Our Family Friendly Policies have been designed to support employees by offering different types of leave that may be taken. Subject to the eligibility criteria, we also offer enhanced pay.



Learning and Development

My Learning, Our Breakthroughs programme has been designed to enable employees to develop their skills, knowledge and behaviours, add value and drive organisational success.



Electric Vehicle Scheme

Employees can lease an electric vehicle via a Salary Sacrifice Scheme. This includes 4,000 free miles of charge, charger, insurance, servicing, tyres, maintenance and breakdown all in one monthly payment.



TERMS OF APPOINTMENT

Contract Type: Fulltime, permanent
Salary: Circa £52,000 per annum

Working Hours: 35 hours per week

Ways of working: As part of our Agile ways of working you will be required to work approximately 2 days a week from the office, which is subject to the requirements of the role and the business needs. Flexibility on where you work can be split between working from home and our office. Roles that are classed as part of the Agile ways of working are not able to claim any costs for Mileage/Travel on Public Transport, Accommodation and/or Meals. This includes when attending the office for various meetings/events.

GENERAL DATA PROTECTION REGULATIONS (GDPR)

CVs will be kept by Alzheimer's Research UK in line with the General Data Protection Regulations. Although we will endeavor to consider previous or speculative applications where possible, due to the number we receive, we encourage you to regularly view our website for upcoming opportunities and sign up for future job alerts.

TESTING POLICY

Animal Testing Information - Alzheimer's Research UK (alzheimersresearchuk.org) – Please see the link above regarding our animal testing policy at ARUK.
Stem Cell Testing Information - Alzheimer's Research UK (alzheimersresearchuk.org) – Please see the link above regarding our Stem Cell testing policy at ARUK.



OUR OFFICE

Our office is at **3 Riverside, Granta Park, Great Abington, Cambridge, CB21 6AD.**

Granta Park sits next to the River Granta and has its own lake and three woodland walks. It is home to a variety of wildlife and has a range of amenities to provide a convenient work-life balance, including Nuffield Health Fitness & Wellbeing Centre and a restaurant.

Accessible by public transport with bus and train services from Cambridge city centre and surrounding areas, the Park also runs its own commuter bus service which picks up from Cambridge Train Station (via Addenbrookes) and Whittlesford Parkway Station daily for Park occupiers.

Foot and cycle paths connect Granta Park to Cambridge, Sawston and Babraham and the Park is within touching distance of the A11 (linking with the A14 and M11) and the A505. For those travelling by car the Park also encourages membership of its free car sharing scheme.

Parking is free at Granta Park.What-Three-Words – ///dragons.loafing.deeds







HOW TO APPLY

We value diversity and are committed to creating an inclusive culture where everyone can be themselves and reach their full potential. We actively encourage applications from people of all backgrounds and cultures, particularly from those in the global majority, those with disabilities, men and those from the LGBTQIA+ community. Any offer of employment is however subject to you having the right to work in the UK.

As part of our commitment to being an inclusive employer and ensuring fairness and consistency in our selection process, we will handle your CV and application with the utmost confidentiality. Should you require any adjustments at either the application or interview stage, please contact us at recruitment@alzheimersresearchuk.org.

To be considered for this role, please create an online account using our Online Recruitment Platform, via your desktop or mobile device, which can be accessed through our Job Vacancies page.

Once you have created your online account, you will be able to apply for this role, and can attach your CV. You will also be able to track your application, view other vacancies and sign up for future job alerts.

Your supporting statement should summarise the following:

- Why you are interested in applying for the role.
- How your skills, knowledge and experience meet the requirements of the person specification

The closing date for applications is 13th December 2026, with interviews being arranged in the new year, once shortlisting has been completed. . We would encourage you to submit your application at the earliest opportunity, as on occasion we may have to bring forward the interview date and/or the closing date based on the needs of the business. Although a possibility, this will only happen in exceptional circumstances. Please indicate in your covering letter if you are unable to attend an interview on a certain date.