



Health Innovation
Yorkshire & Humber

**Transforming Lives
Through Innovation**



**New Business and
Partnerships Lead**

August 2026



Health Innovation Yorkshire & Humber

Recruitment Pack

including Job description and Person Specification

If you want to make a difference in Yorkshire and the Humber – and beyond – you have come to the right place. We need determined and passionate people to work with us to deliver our wide range of programmes. We want people who look at our values and think...yes, that's just where I want to be!

We use our skills, knowledge, networks and relationships to understand the system and patient needs locally and regionally. We develop projects, programmes and initiatives that reflect the diversity of our local population and its healthcare challenges.

You'll be joining a committed and high performing team that focuses on patient outcomes and supporting the people of Yorkshire and the Humber. We are committed to creating and sustaining a positive and inclusive working environment for all our employees to ensure our work and our workforce represents the communities we serve.





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How To Apply

This is a full-time (37.5 hours per week), permanent post.

If you are interested in the role and meet the requirements in the person specification, please apply by sending **a CV and a 1 page covering letter** explaining why the role interests you and why you want to work with us.

The CV and covering letter should be emailed to hr@healthinnovationyh.com no later than 4pm on Friday 11th September 2026.

Late applications will not be accepted.



Our values

Our values are the things that we hold dear and are important to us, reflecting how we work and who we are collectively. Through our behaviours, we apply these values internally to create a supportive and innovative culture and enable high impact collaborations with external partners and stakeholders.



Stronger Together

We're confident in the results we can achieve when we're united with our colleagues, stakeholders and partners.

We are: **Connected, Trusting and Honest partners**



Always Learning

Every day's a school day. We constantly develop ways to excel and work tirelessly to build our expertise.

We are: **Switched-on, Improvers and Grafters**



People People

We love catching up for a cuppa and a natter but, more than that, we're curious to learn more about other people's perspectives.

We are: **Caring, Inclusive and Open-minded**



Energetic Pioneers

We find new things and ideas that can make a difference to the health and prosperity of our region. This is what gets us out of bed in the morning.

We are: **Adventurous, Passionate and Resourceful**

Purpose



**Transform lives
through innovation**



Vision

**Improve the health and prosperity
of our region by unlocking the
potential of new ideas**

5-year mission



Our knowledge,
skills, and expertise
will demonstrate that we
are world leaders in unlocking
innovation to address current
and future health, economic,
and societal challenges.



Our 5-year strategic aims

Our strategic aims provide direction and focus for us as an organisation, supporting progress towards our mission. They provide greater detail on the 5-year ambition of the organisation, whilst providing a framework for decision-making and resource allocation.



Strengthening our foundations

Investment in our future starts at our heart. By continuing to invest in, and develop our people's skills and leadership, we will be equipped for further growth.



Enhance our role and reputation

We hold a unique role as trusted thought leaders with global reach. We'll use this position to drive lasting change and improve life outcomes by empowering our communities.



Be fit for the future

We will ensure our ways of working are innovative, agile, and continually challenge the status quo. We will equip ourselves to better identify and respond to societal challenges of the future.



Foster connections

Our continued commitment to collaboration will strengthen strategic partnerships for the benefit of our population. We will ensure visibility of our work and its impact to foster advocacy and grow new business.



Grow our region

We will lead the way in promoting Yorkshire and the Humber and its assets to create a thriving, globally-connected innovation ecosystem. We commit to growing and diversifying our role to accelerate economic growth and prosperity, recognising our own success contributes to the region's success.



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- Salary between £74,655 - £80,874 per annum, depending on experience
- Flexible and agile working – hybrid working between home and office, plus other locations as required
- 25 days holiday + statutory days
- 3 day office closure between Christmas/New Year bank holidays
- Holiday buy-back scheme via salary sacrifice
- Contributory matched pension (up to 10%)
- Learning and Development opportunities
- All-staff away days
- Wellbeing programme
- Employee Assistance Programme/Mental Health First Aiders
- Electric Car Scheme
- Financial Wellbeing Programme





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Job Description

The **New Business and Partnerships Lead** role is pivotal in leading the creation of new opportunities and partnerships that support sustainable organisational growth.

Working collaboratively across the organisation, the postholder will identify, shape and secure opportunities through three core routes: developing opportunities across our four service lines; monetising existing organisational assets, including through sponsorship and partnership models; and building long-term, sustainable partnerships with organisations across the NHS, social care, industry, academic and life sciences sectors.

The role requires someone who is highly collaborative, credible with senior stakeholders, and able to work as a team player to translate ideas into practical opportunities that align with organisational priorities and deliver measurable value.

Key Duties and Responsibilities

- **Opportunity Creation and Growth:** Lead the development of new opportunities that support organisational growth, with a particular focus on our four service lines, existing organisational assets, and long-term strategic partnerships across the NHS, social care, industry, academic and life sciences sectors.
- **Pipeline Development:** Proactively identify emerging needs, market trends and partnership opportunities, working with colleagues to develop a high-quality pipeline of opportunities that are commercially viable, strategically aligned and deliverable.
- **Stakeholder Engagement and Relationship Management:** Build and maintain strong relationships with NHS leaders, industry partners, academic organisations, life sciences companies and other decision-makers who can support new opportunities and partnerships.
- **Collaborative Opportunity Development:** Work closely with internal stakeholders across Health Innovation Yorkshire and Humber to shape propositions, develop compelling proposals and support engagement with potential partners and sponsors. The postholder will be expected to bring people together around shared opportunities and ensure proposals reflect organisational strengths and partner priorities.





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- **Service Line Development:** Work with internal teams to identify and develop opportunities across the organisation's identified services (e.g. evaluation service, patient and public engagement), ensuring that propositions are clear, compelling and aligned with market need.
- **Monetising Organisational Assets:** Identify opportunities to generate value from existing organisational assets, including expertise, networks, events, data, insights, programmes and platforms, with particular consideration of appropriate sponsorship, partnership and collaboration models.
- **Long-term Sustainable Partnerships:** Develop and nurture strategic partnerships that create lasting value for the organisation and its partners, moving beyond one-off opportunities to build sustainable relationships based on shared priorities, trust and mutual benefit.
- **Partnership and Sponsorship Models:** Design and support partnership, sponsorship and collaboration models that are appropriate, ethical and aligned with the organisation's values, governance arrangements and strategic objectives.
- **Opportunity Tracking and Reporting:** Work with PMO and finance colleagues to maintain robust processes for tracking opportunities, pipeline development, partner engagement, income potential, risks and progress against priorities.
- **Risk, Value and Financial Analysis:** Assess the potential value, feasibility, risks and resource implications of new opportunities, ensuring that growth activity is sustainable, ethical and aligned with organisational priorities.
- **Development of Materials and Collateral:** Work with colleagues to develop high-quality materials, propositions and engagement collateral that clearly communicate the organisation's offer, strengths and partnership opportunities.





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Key Competencies

- Build and maintain trusted relationships with colleagues and partners across the NHS, academia, industry, local government and the voluntary sector to enable effective collaboration and delivery.
- Influence and engage stakeholders at all levels, using sound judgement, effective communication and diplomacy to build consensus and achieve shared objectives.
- Identify and develop opportunities for new partnerships, commissioned work and funding that align with organisational priorities and deliver value.
- Support the development of business cases, funding applications, proposals and partnership agreements, coordinating contributions from colleagues where appropriate.
- Demonstrate commercial awareness by understanding the health innovation landscape, emerging policy, funding opportunities and the principles of partnership working within the NHS.
- Work independently and take ownership of delivering high-quality work, managing multiple priorities and meeting deadlines in a fast-paced environment.
- Demonstrate resilience, adaptability and a positive approach when responding to changing priorities, ambiguity and organisational challenges.
- Use initiative to identify opportunities for improvement, solve problems proactively and contribute to continuous improvement across the organisation.
- Maintain high standards of professionalism, integrity and confidentiality, acting as a positive ambassador for Health Innovation Yorkshire & Humber.
- Commit to continuous personal and professional development, embracing innovation, new ways of working and digital technologies, including AI, to improve productivity and organisational effectiveness.

Qualities and abilities

- Excellent presentation and communication skills, with the ability to craft persuasive responses aligned to funder priorities





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- Confidence working across dispersed teams and influencing stakeholders at all levels
- Strong organisational skills, attention to detail, and ability to manage multiple projects to tight deadlines
- Comfortable with a fast paced environment and managing complex applications within tight deadlines
- Ability to model Health Innovation Yorkshire and Humber's values in everything they do

Education and Professional Development

- Proactively stay informed about healthcare, technology, and life sciences industry trends.
- Engage in continuous professional development, attending relevant industry events and training programs.
- Support team and organisational learning by sharing insights, market intelligence and good practice in opportunity development, partnership working and collaborative business growth.

Special Requirements

- Proven experience of developing and securing new opportunities or partnerships in complex environments, ideally including the NHS, social care, industry, life sciences, HealthTech or MedTech sectors.
- Willingness to travel across the region, nationally, and internationally to engage with stakeholders and drive business growth.

Health & Safety Responsibilities

- Ensure compliance with health and safety regulations at all times.
- Report any health and safety concerns promptly to the appropriate manager.





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Why This Role?

This is a high-impact role for someone who can lead the creation of new opportunities while working collaboratively across teams and with external partners. The ideal candidate will be a proactive relationship-builder and team player who can spot potential, bring people together, and turn ideas into practical opportunities. They will help secure growth through three complementary routes: developing opportunities across our paid-for services; monetising existing assets through appropriate sponsorship and partnership models; and building long-term, sustainable partnerships that deliver mutual value. If you are collaborative, commercially aware and motivated by creating partnerships that deliver better outcomes, we invite you to be part of our journey.

