

The Alan Turing Institute

HEAD OF ALLIANCES

THE ALAN TURING INSTITUTE

There has never been a more significant time to work in data science and AI. There is recognition of the importance of these technologies to our economic and social future: the so-called fourth industrial revolution. The technical challenge of keeping our data secure and private has grown in its urgency and importance. At the same time, voices from academia, industry, and government are coming together to debate how these technologies should be governed and managed.

The Alan Turing Institute, as the UK's national institute for data science and artificial intelligence, plays an important part in driving forward advances in these technologies in order to change the world for the better.

The Institute is named in honour of Alan Turing, whose pioneering work in theoretical and applied mathematics, engineering and computing is considered to have laid the foundations for modern-day data science and artificial intelligence. The Institute's purpose is to make great leaps in data science and AI research to change the world for the better. Its goals are to advance world-class research and apply it to national and global challenges, build skills for the future by contributing to training people across sectors and career stages, and drive an informed public conversation by providing balanced and evidence-based views on data science and AI.

After launching in 2015 with government funding from EPSRC and five founding universities, the Institute has grown an extensive network of university partners from across the UK and launched a number of major partnerships with industry, public and third sector. Today it is home to more than 300 researchers, a rapidly growing team of in-house research software engineers and data scientists and a business team.

BACKGROUND

Our science and innovation will increasingly be organised around a deliberately small portfolio of Transformational Resilience Goals (TRGs): clear, ambitious national objectives that no single organisation could achieve alone. Each Goal brings together an alliance around a committed problem-owner, combines research, engineering and policy expertise, and succeeds when the capability created is adopted in the operational setting—not simply when research outputs are produced. Strategic alliances are therefore fundamental to how the Institute identifies the right challenges, mobilises talent and resources, creates routes to deployment and hands successful capabilities to those who will sustain them.

The Alan Turing Institute is seeking an experienced partnerships leader to build high-value alliances, generate sustainable revenue and lead a high-performing team at the heart of the UK's national institute for data science and artificial intelligence.

ROLE PURPOSE

The Head of Alliances is a senior, Institute-wide leadership role with the mandate to shape, secure and steward the coalitions and income required to deliver the Institute's TRGs and wider mission. You will build a focused portfolio of high-value, multi-year relationships with problem-owners, funders, users, universities, technology organisations and other partners—turning shared priorities into credible programmes, substantial financial and non-financial commitments, sustainable revenue and measurable national impact.

Reporting to the Director of Partnerships, you will lead five Partnership Development Leads and work directly with the Executive Leadership Team, Science and Innovation leaders, Transformational Resilience Goal leads, and Delivery colleagues, and senior external stakeholders. You will collaborate with the wider Partnerships Directorate to deliver value, including with the Director of Strategic Growth, and Head of Grants, who focus on institutional applications, philanthropy and novel forms of income generation. You will own alliance strategy, partner origination, opportunity development, income generation and senior relationship stewardship, with accountability for building a qualified, forecastable pipeline and authority to prioritise the alliance portfolio and recommend investment and go/no-go decisions. Programme and Delivery leads will remain accountable for execution and operational adoption, supported by Legal, Finance, Grants, Communications, data protection, information security and other specialist teams.

This is an opportunity to build a distinctive alliances function at the heart of the UK's national AI institute, with national visibility, substantial autonomy and the chance to translate exceptional research into capabilities that matter, and pull-through towards operational deployment.

The Alan Turing Institute

HOW YOU WILL MAKE AN IMPACT

- **Establish a clear, prioritised alliance portfolio** aligned to the Institute's resilience mission and TRGs, working collaboratively with our S&I teams.
- **Generate substantial, sustainable income** by securing senior problem-owner commitment and meaningful financial and non-financial contributions to priority opportunities.
- **Build and convert a strong pipeline of investable, delivery-ready propositions** with clear funding routes, governance, routes to adoption and measurable impacts.
- **Build a high-performing alliances team and operating model** that enables focus, capability development, pull-through to deployment and cross-Institute working.

Strategy and portfolio development

- Set and deliver the Institute's strategic alliances approach, aligned to its resilience mission and evolving Transformational Resilience Goals.
- Use ecosystem intelligence and structured engagement to identify priority problems, prospective partners and emerging opportunities.
- Prioritise a focused portfolio using evidence of strategic fit, partner commitment, fundability and route to adoption.
- Provide clear account plans, income targets, weighted pipeline forecasts and recommendations to senior leadership and relevant governance bodies.

Alliance and revenue development

- Originate, develop and secure ambitious, high-value, multi-year alliances that generate material revenue and strategic value across government, industry, the third sector and the research ecosystem.
- Co-create compelling, fundable problem statements, propositions, investment cases and alliance roadmaps with senior sponsors and Institute colleagues, taking opportunities from early engagement through approval and commitment.
- Assemble coalitions that combine the expertise, data, compute, funding, test environments and routes to adoption required for success.
- Develop ambitious and deliverable engagement models while retaining accountability for relationship strategy and opportunity orchestration.
- Negotiation, governance and risk
- Lead complex negotiations from concept to approval, securing appropriate strategic, financial and non-financial value.
- Bring together Legal, Finance, research, data protection, information security and programme specialists to establish proportionate governance and robust delivery arrangements.
- Ensure appropriate due diligence and management of intellectual property, data, open-source, conflicts, reputational and delivery risks.

Alliance stewardship and impact

- Provide senior relationship oversight for priority alliances, with clear sponsors, decision rights, outcomes and governance.
- Sustain partner commitments and continuity through delivery, while programme and Delivery leads remain accountable for execution and adoption.
- Use structured reviews and partner feedback to resolve issues, adapt arrangements and capture learning.
- Plan for handover, adoption or responsible closure from the outset.

Leadership and collaboration

- Lead, coach and develop five Partnership Development Leads, creating an inclusive, supportive and high-performing culture.

The Alan Turing Institute

- Translate Institute strategy into clear team priorities, account ownership and measurable outcomes, deploying capacity dynamically across origination, development and stewardship.
- Build strong professional practice through shared methods, tools, peer review, coaching and learning.
- Continuously improve the Partnerships operating and reporting model, including opportunity qualification, income targets, CRM discipline, pipeline forecasting, conversion metrics and cross-functional hand-offs.
- Represent the Institute externally with credibility and manage agreed budgets and resources with a strong focus on value and impact.

PERSON SPECIFICATION		
Skills and Requirements	Essential (E) Desirable (D)	Tested at application (a) Tested at interview (i)
Post holders will be expected to demonstrate the following:		
Knowledge and Experience		
Value creation: A strong record of securing substantial financial and in-kind commitments and building propositions that combine funding, expertise, data, technology, operational access or routes to adoption. Experience of seven-figure, and ideally higher, commitments is expected, and equivalent scale and complexity will also be considered.	E	A/I
Strategic alliances: Significant experience originating, negotiating and growing complex, high-value, multi-year alliances, coalitions or partnerships around a shared national, societal or operational objective.	E	A/I
Commercial Judgement, Portfolio Governance and Risk: Strong commercial acumen with experience of complex negotiation in research, technology, innovation or similarly complex environments. Demonstrates sound judgement in assessing opportunities and managing contractual, intellectual property, data, reputational and delivery risks, ensuring informed decisions and effective governance with appropriate specialist support.	E	A/I
Stakeholder Leadership and Communication: Credible and influential leader with the ability to build trusted relationships across senior executives, funders, sponsors, researchers and public-sector stakeholders. Experienced in leading and developing high-performing partnership or business development teams, and skilled at translating complex ideas into clear, compelling messages that drive understanding, decisions and action.	E	A/I
Qualifications and values: Degree-level education or equivalent relevant professional experience, together with a demonstrable commitment to equality, diversity, inclusion and the Institute's values.	E	A/I
Sector insight: Knowledge of the UK data science and AI ecosystem, national resilience, and research and innovation ecosystems. We also welcome candidates from adjacent sectors who can demonstrate highly transferable experience and the ability to learn quickly.	D	A/I
Professional practice: Experience improving shared partnership methods, operating disciplines, digital tools and team learning.	D	A/I

Please note that job descriptions cannot be exhaustive, and the postholder may be required to undertake other duties, which are broadly in line with the above key responsibilities. This job description is written at a specific time and is subject to changes as the demands of the Institute and the role develop.

The Alan Turing Institute

APPLICATION PROCEDURE

If you are interested in this opportunity, please click the apply button below. You will need to register on the applicant portal and complete the application form including your CV and covering letter. If you have questions about the role or would like to apply using a different format, please contact us at recruitment@turing.ac.uk.

TERMS AND CONDITIONS

This full-time post is offered on a permanent basis. The annual salary is £82,500 plus excellent benefits, including flexible working and family friendly policies, [Employee-only benefits guide | The Alan Turing Institute](#)

EQUALITY, DIVERSITY AND INCLUSION

The Alan Turing Institute is committed to creating an environment where diversity is valued and everyone is treated fairly. We value diversity of background, experience, and perspective, and are proud to be an inclusive employer. We warmly encourage applications from all backgrounds, particularly from groups currently under-represented in our sector. If you feel passionate about this role but don't meet every single requirement, please apply — we recognise that great candidates may bring strengths beyond the criteria listed.

We are committed to making sure our recruitment process is accessible and inclusive. This includes making reasonable adjustments for candidates who have a disability or long-term condition. Please contact us at recruitment@turing.ac.uk to find out how we can assist you.

Please note all offers of employment are subject to obtaining and retaining the right to work in the UK and satisfactory pre-employment security screening which includes a DBS Check.

Full details on the pre-employment screening process can be requested from HR@turing.ac.uk.

The Alan Turing Institute

OUR VALUES

The Alan Turing Institute is committed to equality diversity and inclusion and to eliminating discrimination. All employees are expected to embrace, follow and promote our [EDI Principles](#) and Our Values.

Our values



Trust

We create an environment where we have trust and can be trusted



Inclusivity

We expect our Turing community to contribute to a culture that is inclusive and free of barriers



Respect

We all have different roles, priorities and challenges but our shared purpose is the same



Leadership

Leadership is everyone's business; Turing leaders set the right tone and lead by example



Transparency

Everyone should understand the how and the why of our decisions and actions



Integrity

We are all ambassadors for the Turing's mission of changing the world for the better