

Job Description

Job title	Manager, Corporate Partnerships	Grade	B
Department	Science, Business and Data Insights		
Responsible to	Associate Director - Science, Business and Data Insights		
Revision Date	August 2025		

Organisation Context

The Institute of Physics (IOP) is the national society for the discipline of physics in the UK and Ireland. As well as being a learned society, we are also the professional body for members based in the UK, Ireland, and overseas.

We are a professional, modern, and ambitious organisation seeking to unlock the potential of physics and physicists nationally and internationally. Our purpose is to promote the advancement and dissemination of knowledge and learning in pure and applied physics for the benefit of all. We do this by building a thriving and diverse physics workforce, raising standards, supporting careers, and addressing barriers.

We demonstrate the importance, relevance, and impact of physics in everyday life and the role it plays in addressing society's major societal, economic, and environmental challenges. We influence change, actively engage in public and government dialogue, improving the quality of debate, informing policy, and influencing funding strategies. Above all, we are pioneering. We foster a sense of community amongst employees, members, volunteers, and people with an interest in physics, providing a platform and a voice for ideas to be heard and creating an environment which enables game-changing innovation.

Our organisational values are at the heart of IOP and provide the foundations to empower us all to lead cultural change, deliver high performance across the organisation, and enable us to promote advancements and learning in pure and applied physics for the benefit of all.

Our 2024–2029 strategy, titled "Physics for our Future," focuses on three key priorities: addressing the skills shortage and expanding opportunities in physics education and careers; strengthening physics across science, research, innovation, and technology; and exploring and communicating the social and economic benefits of physics to ensure they are widely understood. The strategy emphasises collaboration within the physics community, inclusivity, and diversity, aiming to make physics accessible and welcoming to all. It also highlights the central role of IOP Publishing in supporting the organisation's mission, with profits directed towards public benefit and scientific advancement.

Purpose of the Role and Accountabilities

IOP's strategy, "Physics for our Future", sets out our purpose to make a meaningful difference for physics, the economy and society. This senior position will play a leading role in developing partnerships with large, high intensity, physics R&D businesses to deliver that ambition.

Significantly, this pivotal role will build a powerful, purpose-led alliance of large businesses to influence national science strategies and investment in R&D, skills, infrastructure and business support. Focus will be on physics deeptech [including quantum, photonics, semiconductors, materials, AI and robotic technologies] being adopted across diverse applications in aerospace, defence, health, advanced manufacturing, transport and energy sectors. Excitingly, the role holder will empower the alliance to 1) accelerate technology adoption, commercialisation and business growth 2) drive inclusion and professionalise the workforce, and 3) strengthen collective global reach and international soft power.

As a key account manager, the role holder will build long-lasting, effective relationships with large businesses in the alliance. They will identify common objectives with internal stakeholders and external partners and implement action plans to maximise collective benefit. This will include organising engagements, facilitating discussions and overseeing a variety of high-value, impactful activities, delivered by partners and colleagues from across the IOP Group. Activities will include science and business strategy workshops, influence and advocacy actions, high-profile events, as well as report publications and partnership profiling. The aim will be to delight partners – helping to deliver profitable business growth.

This role will suit an experienced business development professional with a science and business background who thrives when working collaboratively and innovatively. This is a rewarding and high-profile role which involves team working with colleagues across the IOP as well as members, partners and senior stakeholders in business, intermediaries, academia and government.

Accountabilities

- Responsible for maintaining IOP reputation and relationships with senior and influential business leaders
- Generate income via new value proposition for R&D intensive corporate businesses
- Manage project teams comprising staff from across the organisation
- Accountable for a high standard of delivery of project team's work
- Financial delegation £5,000

Decision-Making Authority

- Recruit, retain and grow effective partnerships and powerful purpose-led alliance of

Corporate Businesses

- Financial sustainability of the initiative
- Manage delivery teams made up of staff from other departments
- Report to and work closely with the Associate Director of Science, Business and Data Insights, and regularly with other senior staff, to deliver our strategy

Contribution to Governance

While formal governance responsibilities rest with the Executive Team and Heads of departments, effective governance is supported by contributions from colleagues at all levels of the organisation. These contributions are essential to ensuring transparency, accountability, and the successful implementation of strategic objectives. Colleagues may contribute to governance in the following ways:

Providing accurate and timely information

Colleagues play a key role in ensuring that decision-makers have access to relevant, up-to-date, and accurate information to support informed governance and oversight.

Implementing policies and procedures

By embedding organisational policies into daily operations, colleagues help ensure that strategic decisions are translated into consistent and compliant practice.

Supporting compliance and risk management

Colleagues contribute to the identification, reporting, and mitigation of risks, and help maintain compliance with legal and regulatory standards.

Participating in working groups or advisory panels

Colleagues may be invited to contribute their expertise and perspectives through participation in internal committees, project groups, or advisory forums that inform governance decisions.

These contributions reflect a shared commitment to good governance and help foster a culture of integrity, accountability, and continuous improvement across IOP.

Ways of Working

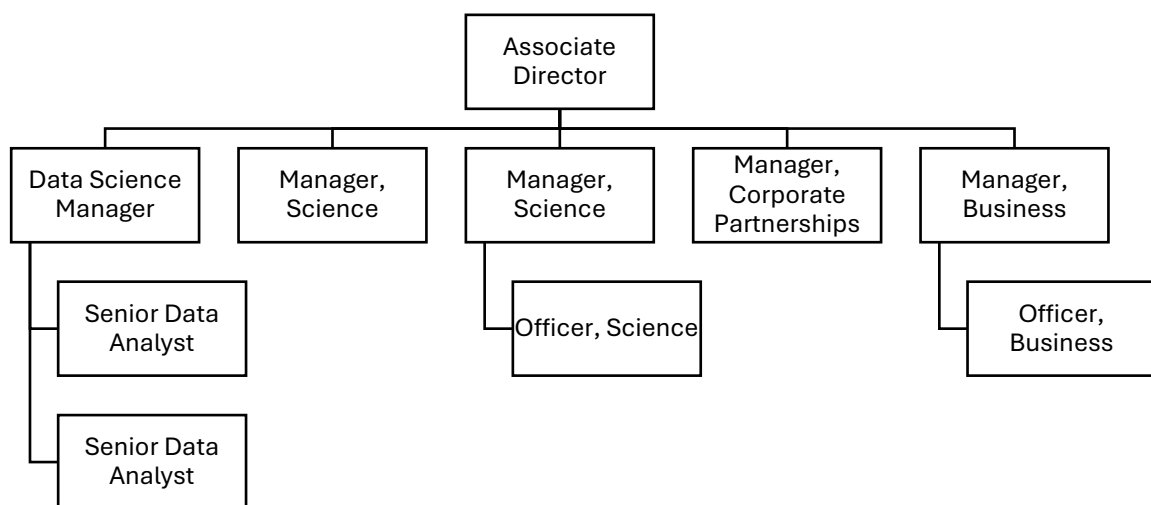
At IOP, we are committed to fostering a collaborative, inclusive and impact driven working environment.

All colleagues are expected to:

- Work collaboratively across teams and functions to deliver shared goals and contribute to a culture of transparency and mutual support.
- Demonstrate integrity by being a good corporate citizen, ensuring that work is evidence based, impartial and aligned with IOPs strategic priorities.
- Champion diversity and inclusion, actively contributing to an environment where everyone feels respected, valued and able to thrive.
- Engage constructively with stakeholders, to promote the value and impact of physics.
- Embrace flexibility and innovation, adapting to change and seek continuous improvement in how we work and deliver services.
- Take ownership and accountability for individual and team outcomes, upholding high standards of professionalism and conduct

Organisational chart

The Institute of Physics is an open and inclusive organisation that welcomes and celebrates diversity.



Main responsibilities of the role	
	Create and facilitate a high impact alliance of Corporate Partners to influence science strategies and investment in physics deeptech R&D, skills, infrastructure and business support across priority economic sectors
	Recruit, retain and grow cohort of Corporate Partners, delivering new income revenues
	Develop and implement key account management approach to service each partner and the collective alliance
	Deliver annual series of CEO visits to engage with c-suite prospects and existing Corporate Partners
	Run ideation workshops, prepare briefings and produce reports to develop new insights and seed activities
	Open and develop effective relationships with relevant contacts in the corporate business [CEOs, CTOs, Technical Directors, Talent teams, Public Affairs, Marketing leads]
	Secure long-term relationships with Partners by delivering impactful services that meet their objectives
	Manage and deliver influencing and advocacy activities with Corporate Partners, including high-level meetings with senior stakeholders in government, industry, finance and academia
	Work with colleagues to maximise uptake of membership, EDI and professional registrations to support technical workforce and develop Corporate Partner digital profiles, thought leadership articles, access to publishing, and corporate profiling at events
	Maintain engagement and partnership records to evidence value to Partners
	Identify, assess and manage financial, operational and reputational risks within their specialism
	Encourage best practice in managing, following and promoting IOP EDI standards through their work, interaction with colleagues, stakeholders and members.

Person Specification**We are looking for someone who...****Creativity and Thought Leadership**

Demonstrates the ability to apply clear insight and creative thinking to complex challenges. Uses analytical skills and evidence-based reasoning to contribute innovative ideas and solutions. Offers intellectual input that supports the development of projects, programmes, and team initiatives.

Communication

Communicates effectively through clear, concise, and engaging written and verbal communication. Presents ideas with clarity and impact and actively listens to others to ensure mutual understanding. Engages constructively with colleagues and stakeholders to support collaborative working.

Priority Awareness

Effectively manages personal workload in alignment with team and organisational priorities. Demonstrates sound judgement in identifying what is most important and takes proactive steps to address potential barriers to progress.

Planning and Organisation

Plans and organises work efficiently, setting clear objectives and timelines. Anticipates potential challenges and adapts plans accordingly. Monitors progress and evaluates outcomes to support continuous improvement and delivery of high-quality results.

Collaboration and Delegation Support

Works collaboratively with colleagues, contributing to shared goals and supporting the delegation of tasks where appropriate. Demonstrates a strong sense of shared responsibility and is proactive in offering support to others.

Responsibility and Accountability

Takes ownership of individual responsibilities and understands their contribution to wider organisational objectives. Demonstrates a commitment to accountability, transparency, and risk awareness in all aspects of work. Escalating where appropriate.

Work Quality and Impact

Delivers consistently high-quality work by setting clear goals, monitoring progress, and incorporating feedback. Strives for continuous improvement and contributes to the overall effectiveness of the team.

Team Contribution and Motivation

Fosters a positive and inclusive working environment. Recognises and values the contributions of others, encourages collaboration, and supports a culture of openness, respect, and shared success.

Experience this person should have is...Role-specific experience

- Credibility in building relationships with c-suite and senior leaders in R&D intensive, large businesses
- Knowledge of working at the interface of government policy, business and academia regarding science, technology and innovation
- Experience of implementing projects that involve managing senior stakeholders and decision makers in business
- A strong track record in recruiting, retaining and growing partnerships with business
- Evidence of securing business development and income targets

General criteria

- Ability to prepare effective briefings and manage a series of CEO visits to recruit Corporate Partners
- Commercial acumen to ensure sustainability and growth of this venture
- Experience in negotiating partnership agreements and setting out clear expectations for delivery
- Skilled in facilitating science and business workshop discussions to identify common issues and interests
- Expertise in creating science and business reports that provide insights from research and consultations
- Creative skills to generate engaging content to profile partners and activities

Skills this person requires are...

- Leadership – the capability to promote and generate co-operation, so to achieve collective outcomes; fosters the development of a common vision
- Influencing – the ability to bring others to your way of thinking diplomatically
- Team player – the ability to work co-operatively with others to achieve common goals
- Organisational – ability to work with minimum supervision and handle multiple tasks
- Interpersonal – ability to positively communicate with others; the confidence to listen and understand
- Communication – ability to express information clearly and effectively in written and oral form

- Negotiation – the capability to explore different positions and alternatives to reach outcomes that gain acceptance of all parties
- Proactive – to think ahead and act to ensure the smooth completion of team/individual aims and objectives
- Dependable – able to complete tasks to high standard and to deadline
- Computer literate – Proficient in Microsoft 365 (Word, Excel, PowerPoint, Projects, Forms, etc.) as well as familiarity with various project management software packages

Qualifications this person requires are...

STEM or relevant degree is desirable