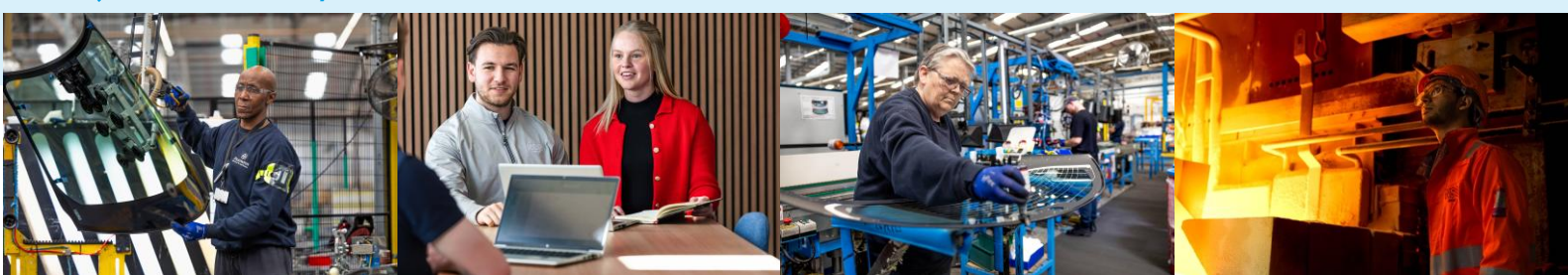


Incubator Business Innovation Manager

£ Up to 50,000 per annum plus benefits, dependant on experience

📍 Ormskirk, West Lancashire



Who are we?

The NSG Group is a global leader in glass manufacturing in three business areas: Architectural, Automotive and Creative Technology.

Our mission is to change our surroundings and improve our world. We work towards our Vision which is based on the strong belief in our long-held values: sincere and ethical culture, commitment to safety and technology and respect for people.

The role

We are recruiting an Incubator Business Innovation Manager to strengthen our external innovation and new business opportunity pipeline. The role leads the discovery, shaping and initiation of relationships with current and potential technology partners, translating external opportunities into validated business concepts with a clear path to pilot and commercial handover. This role will be based at our European Technical Centre in Lathom, Near Ormskirk.

This is a business-led role, focused on external relationship building, opportunity identification and commercial pathway creation. The role works in close partnership with the R&D Incubator Technical Manager, who leads technical evaluation, feasibility and development planning, together covering the full "discover → validate → pilot → transfer" Incubator spectrum.

Key responsibilities:

Partnering and Technology Scouting

- Identify, prioritise and engage external organisations aligned to defined technology themes.
- Map technology sectors and value chains to identify key players, collaboration opportunities and routes-to-market.
- Conduct megatrend and market/technology scans in co-ordination with Incubator Technical Manager using a variety of sources to guide proactive scouting.
- Build and manage a partner engagement pipeline.
- Shape and initiate collaborations: define exploration hypotheses, align mutual expectations and create joint workplans.
- Share insights and partner intelligence across regions to promote a consistent approach and raise internal awareness of new trends and needs.
- Represent NSG at relevant conferences, trade shows and industry associations to expand networks and strengthen NSG's external profile.

New Business and Product Creation

- Translate external insights into opportunity briefs: customer problem statements, value proposition, stakeholder map and pathway to pilot.
- Develop early commercial logic: target applications, market-entry hypotheses, business model options and "capex-lite" value creation mechanisms where appropriate.
- Coordinate internal alignment and decision-making: communicate concepts clearly to stakeholders, secure buy-in and sponsorship from relevant stakeholders.
- Create commercial-ready handover packs for promising opportunities, collaborating with the Technical Manager on technical feasibility inputs.
- Support early customer/partner conversations to refine requirements and strengthen the value proposition.

What are we looking for?

- Be proactive, persistent, organised and outcomes driven.
- Be a strong communicator, able to influence stakeholders across all levels.
- Have demonstrable ability to build credible external collaborations and operate confidently with partners.
- Have commercial acumen and be able to frame opportunities, define value propositions and outline routes-to-market.
- Experience in one or more of open innovation, partnership development, strategic business development, technology commercialisation.

Benefits

- 25 days holiday (rising with service) plus declared public holidays.
- On site car parking & electric charging ports.
- On site canteen.
- Management Bonus scheme – up to 20% of basic salary, not guaranteed.
- Private healthcare scheme.
- Holiday salary exchange.
- Group Personal Pension Plan – up to 8% employer contribution.
- Cycle to Work Scheme.

How to apply

We give everyone an equal opportunity to contribute to their full potential and harness the richness of ideas.

If you believe you can take on the challenge, we very much want to hear from you. Click [here](#) to apply now! Closing date is 12th June 2026.