



LEE JOHNSTON

+44 783 437 6285 | leejohnston122@hotmail.com
www.leejohnston.co.uk | [linkedin.com/in/johnstonl](https://www.linkedin.com/in/johnstonl)

Professional summary

Results-driven business development and product delivery professional with over 10 years' experience driving Digital, Data, and AI transformation in public sector and healthcare. Proven expertise in identifying market opportunities, shaping AI and data opportunities, and securing multi-million-pound deals.

Strong understanding of health sector, including clinical research, preventative care and population health management. Proven track record working with National, Regional and Local healthcare agencies and life sciences organisations to design and deliver secure, scalable, and interoperable Data and AI solutions that enhance clinical decision support, patient outcomes and research capabilities.

Skilled at leading multidisciplinary teams, defining product vision and strategy, and delivering user-centred, data-driven products. Passionate about driving innovation, enabling and delivering value for clients.

Key skills

Business Development and Strategy

- Developing and executing go-to-market strategies
- Identifying and shaping AI and Data opportunities
- Sales pipeline development and account growth
- Commercial strategy and deal structuring
- Bid leadership and bid management, including proposal development and competitive positioning

Product and Agile Delivery

- Product strategy and roadmap development
- Agile product delivery (MVPs, UCD, QA)
- Leading multidisciplinary teams
- Driving innovation and thought leadership
- Defining SoW / Work packages

Stakeholder, Client and Partnership Engagement

- Managing relationships including CxOs, and across DDaT professions
- Leading client workshops and strategic planning sessions
- Developing and managing partnerships
- Influencing and building consensus among diverse stakeholders
- Bridging the gap between technical and business objectives

Experience

Data and AI Business Development Manager – Healthcare, Kainos Software Ltd.

September 2023 – Present

Driving strategic Data and AI services across UK healthcare, leading and supporting National (UKHSA, NHS England), Regional (East of England, Somerset ICB) and Local (NNUH FT) pursuits and partnerships. Supported on complex multi-million opportunities, achieving a sector target of £45m in FY24/25.

- Led healthcare Data and AI growth, supporting national (UKHSA, NHS England), regional (East of England, Somerset ICB), and local (NNUH FT) NHS customers.
- Secured 1 national, 2 regional, and 1 local NHS contracts, positioning AI-driven healthcare solutions.
- Built strategic alliances with AWS, Microsoft, and Palantir, aligning co-sell and funding opportunities.
- Developed and launched Data and AI propositions, driving adoption across Trusts and Research orgs.
- Worked with senior healthcare stakeholders (CxOs, ICSs, and ICBs) to define data and AI strategies
- Maintaining a current weighted pipeline of ~£4m+ for next FY (25/26)

Data and AI Business Development Manager – Public Sector, Kainos Software Ltd.

January 2021 – August 2023

Responsible for developing, scaling, closing and supporting large-scale Data and AI opportunities in UK&I including Central Government, Transport, Non-Ministerial and Local government

- Generated £2m+ in SoV, securing contracts with Homes England and the Financial Conduct Authority.
- Built a pipeline worth £8m+, expanding across central government, transport, and local government.
- Led go-to-market activities, identifying domain specific challenges to create sales propositions.
- Developed and executed AI and data sales strategies, winning 6 new public sector customers.
- Built trusted relationships with Public Sector CxOs, Data Leaders, and Commercial owners
- Led collaboration with AWS and Microsoft, securing funding for PoC AI and data projects.
- Positioned Kainos as a thought leader in AI and data, driving discussions within TechUK

Product Consultant, Kainos Software Ltd.

October 2016 – December 2020

Led end-to-end product management activities for multiple government services, (HMLR, DVSA and ONS) ensuring products deliver measurable business value while meeting user needs.

- Defined product vision and roadmap, rationalised key milestones and outcomes into deliverable SoWs.
- Directed product and analysis activities in multi-disciplinary agile teams working with technical, and UCD capabilities
- Implemented data-driven prioritisation, improving user adoption and service efficiency.
- Developed influential relationships with client-side stakeholders. achieving buy-in on long-term product delivery strategies and transformation goals.
- Defined and tracked delivery metrics, improving delivery efficiency and reducing downtime
- Upskilled client teams in agile delivery and product management, enabling CI/CD post-launch.

Consultant (Business Analyst), Deloitte Digital.

September 2013 – September 2016

Delivered digital transformation for public sector and commercial clients, working from Discovery and Vision to Implementation and Go-Live.

- Led discovery workshops, defining as-is processes, pain points, and product roadmaps.
- Managed product backlogs, running refinement, prioritisation, and sprint planning sessions.
- Collaborated with UX, engineering, and QA teams, aligning requirements with delivery goals.
- Produced wireframes, user journeys, and process maps to shape digital product design.
- Drove business engagement, delivering product demos, university talks, and recruitment initiatives.

Education

MSc Professional Software Development (Pass)

University of Ulster – September 2012 – September 2013

BSc (Hons) Business Management, second class honours upper division (2:1)

University of Ulster – September 2008 – June 2012