



Melissa Conlon
Commercial Director AMRC Northwest

Melissa Conlon is Commercial Director at the University of Sheffield's Advanced Manufacturing Research Centre (AMRC)

A Commercial Director with almost 30 years experience, who has worked in a number of industry sectors including finance, education, software and advanced engineering and manufacturing. Her career includes including senior roles at major corporates eg Repsol Petroleum, GE and BNP Paribas. Currently Commercial Director of the Advanced Manufacturing Research Centre a world class centre for advanced manufacturing, specialists in carrying out world-leading research into advanced machining, manufacturing and materials, which is of practical use to industry. Working with over 100 industrial partners ranging from global giants such as Boeing, Rolls Royce , Airbus and BAE Systems to small SMEs and startups.

Melissa has extensive private and public sector experience and has developed and implemented a number of strategies for SME engagement and account management. In a previous role Melissa was Head of Enterprise and Engagement at a local education institute and has managed teams of CRM specialists. Melissa worked on a three year project for the Lancashire Lifelong Learning network as an Advanced Engineering and Manufacturing Consultant. The role involved engaging SME's to partner with local education institutes to develop programmes of study which were fit for industry purpose.

In her role with GE Melissa was responsible for a number of change management programmes and has implemented ERP systems within a number of GE companies across Europe. Melissa is a member of the IOD and sits on the Lancashire IOD committee, a member of the Lancashire Digital Partnership Steering Group and a member of the WISE NW (Women in Science and Education) steering group. In addition to her role at the AMRC Melissa has two NED roles one as Chair for a local independent school and one for a robotics company. Melissa is passionate about engaging more females into STEM careers and is an active STEM Ambassador.