Candidate Information

Position: Commercialisation Manager (Medicine, Health & Life Sciences)
School/Department: Business and Commercial Alliances
Reference: 21/108791
Closing Date: Friday 21 May 2021
Salary: £41,526 - £51,034 per annum
Anticipated Interview Date: Thursday 10 June 2021

JOB PURPOSE:

As a member of the Commercial Development team, work closely with academic staff to commercialise the outcomes of the University's research including a focus supporting the School Of Medicine, Dentistry, and Biomedical Sciences; School of Biological Science; the School of Nursing and Midwifery; and other related areas of activity.

MAJOR DUTIES:

1. Contribute to the strategic priorities of the University, particularly in relation to the expansion and diversification of its income base through increased commercialisation of its IP and commercially relevant research capabilities.
2. Provide expertise and guidance to faculty staff on innovation, translational development, research commercialisation and new venture creation. Identify and nurture licensing and spin out opportunities and determine the most appropriate route for successful exploitation.
3. To work closely with inventors, founding management teams and external consultants to develop and present investment opportunities to key funding partners and Venture Capital sources.
4. Building relationships and interacting closely with leading faculty research staff to understand research capabilities and to identify and assess new technologies with commercial potential.
5. Gathering business intelligence to support knowledge exchange activities, identifying the relevant markets and companies. Planning and executing commercialisation strategies to penetrate those markets. Building links with industry and agencies regionally, nationally and internationally to maximise opportunities to facilitate commercialisation of research.
6. To market and sell the IP, 'know how' and resources of the University to senior business representatives and partners for commercial gain in cooperation with the University's faculties, Institutes and Schools.
7. Engaging with businesses to identify opportunities which have prospects for commercial development of the University research, IP, 'know how' and resources.
8. Developing and supporting quality systems for the effective management of the University's IP and 'know how' in line with national and international best practice.
9. Where appropriate, represent the University on external partnerships and liaise with companies and external bodies to promote the University's regional profile and knowledge exchange activities.
10. Stimulate access by researchers to the range of support programmes and services to assist with knowledge exchange initiatives.

Planning and Organising:

1. Plan, develop and manage support for commercialisation in line with the University's vision, faculty plan and Research and Enterprise delivery plan.
2. Plan, direct and organise the activities of professional and administrative staff within the team.
3. Plan, develop and manage programmes of work which ensure a increased stream of income from technology transfer and the exploitation of University, research, IP and 'know how'.
4. Participate as a member of the Research and Enterprise directorate contributing to overall strategic planning and implementation.

Resource Management Responsibilities:

1. Manage resources/budgets for knowledge exchange where appropriate to ensure maximum value is delivered for resources deployed.
2. Contribute to resource and budget planning within Research and Enterprise directorate.
3. Contribute to the financial reporting for commercialisation, the patent portfolio and client relationship management systems.
4. Managing the IT and other equipment resources.
5. Manage one's time and workload on a medium-term basis to support objectives in line with the University's Vision.

Internal and External Relationships:

1. Liaise and network with staff, primarily at management level, across the faculty and the University on issues related to the work of the directorate and knowledge exchange.
2. Managing key relationships with organisations and individuals in the public, private and community sectors as 'clients' and, where appropriate, as partners and funders in programme delivery.
3. Promote University's IP and 'know how' at both internal and external meetings/events to ensure that University's interests are appropriately represented and acted upon.
4. Contact with other areas of the University to develop new/improved processes and supporting systems.
5. Interact externally with other tech technology transfer organisations nationally and internationally to collaborate and co-ordinate policy/best practice developments.
6. To work with others within the directorate, especially the Business Alliance and Contracting teams, to ensure a joined up approach to stakeholders, partners and funders.

ESSENTIAL CRITERIA:

1. An honours degree or equivalent in a relevant scientific discipline e.g. Biomedical Sciences, Biology, Microbiology, Biochemistry.
2. At least three years relevant experience and expertise in successful translation and commercialisation of research, Intellectual Property and 'know how'.
3. Experience of successfully developing and cultivating partnerships and alliances, particularly with business, universities, research institutions and government departments and agencies.
4. Experience of working in a dynamic and changing environment, with evidence of formulating clear business strategies and adhering to good governance practices.
5. Experience of controlling budgets and resources and an understanding of financial management procedures.
6. Experience of the patenting process and related costs in securing a return for the investment
7. Ability to work with, and influence, senior management.
8. Proven project management skills to manage projects with significant size and/or complexity.
9. Excellent Interpersonal skills and demonstrable experience of having utilised those skills in technology transfer environments.
10. Excellent oral and written communication skills, with the ability to build effective working relationships with university staff and external stakeholders.
11. Well developed analytical capabilities and ability to analyse complex information.
12. Ability to manage a varied workload and work to tight deadlines.
13. A customer orientated approach to completing tasks and achieving objectives.
14. Computer literate in the use of standard Microsoft packages and the Internet.
15. Willingness to work flexibly with considerable travel and substantial time commitment outside of normal working hours.

DESIRABLE CRITERIA:

1. A relevant postgraduate or professional qualification.
2. Experience of working at a senior level in business from within the Health and Life Sciences Industry.
3. Experience of working with or within a university, a research environment or a research commercialisation environment.
4. International work experience.
5. Understanding of the regional economic needs and priorities and how the University can address those needs and priorities through research commercialisation.
6. Experience of writing reports, preparing and giving talks/ presentations in a number of contexts.