



Candidate Information

Position: Head of Intellectual Property (IP) Management and Commercialisation
School/Department: Commercial Development
Reference: 22/110000
Closing Date: Monday 15 August 2022
Salary: £53,348 - £61,818 per annum.
Anticipated Interview Date: Friday 2 September 2022

JOB PURPOSE:

The post holder will have responsibility for managing the University's IP portfolio and fostering a pipeline of new opportunities to create positive outcomes aligned with the ambitious vision set out in the University's corporate plan STRATEGY2030. The post holder will provide professional leadership across a team of Commercial Development Managers, Intellectual Property management and related support staff.

Reporting the CEO of QUBIS Ltd and as a member of the R&E Senior Management Team, the Head of IP Management & Commercialisation works to elevate the Universities role as a leading player within the research commercialisation sector across Ireland, GB & Europe.

MAJOR DUTIES:

1. To lead the Intellectual Property (IP) Management & Commercialisation team and collaborate with senior colleagues to deliver against the University's strategic priorities particularly in relation to the expansion and diversification of its income base through commercialisation of University generated IP.
2. Support the development and delivery of the University's strategic plans on research & innovation, in particular supporting growth in commercialisation of University generated IP, effective IP management, licensing, spinout formation and subsequent management and monitoring of fee and royalty income.
3. Manage and develop a team that provides a professional support service of expertise and guidance to faculty staff on innovation, translational development, research commercialisation and new venture creation.
4. Build relationships and interact closely with faculties to understand research capabilities and to identify and assess areas with commercial potential.
5. Creating a positive culture and ecosystem to train, mentor and support academics on their journey to commercialise their ideas.
6. To generate licensing opportunities and revenues from University generated Intellectual Property.
7. To promote appropriate spinning out of companies based on University generated Intellectual Property.
8. To support academic skills development in understanding the importance of Intellectual Property and commercialisation and its importance as part of a pathway to impact.
9. To develop and implement institutional policies and support mechanisms to manage and encourage commercialisation.
10. Pro-actively manage the University's pipeline of new commercialisation opportunities and existing licenses to maximise the value generation to inventors, faculties and the University.
11. To work with colleagues across the entire lifecycle of intellectual property generation and exploitation, to ensure consistency in approach and a pipeline of valuable opportunities.
12. To build long-term partnerships with key regional and national funding organisations to maximise opportunities from external translational funding.
13. To represent the University in external forums where appropriate and represent the University on external partnerships and industry bodies to promote the University's profile and leading activities.
14. To ensure appropriate risk management processes, including negotiation of appropriate legal contracts and governance are implemented.

ESSENTIAL CRITERIA:

1. * Undergraduate qualification in a relevant area.
2. * Significant recent experience of working with researchers, entrepreneurs and/or inventors to identify the value proposition underlying their ideas and deliver successful strategies for commercialisation.
3. * Proven experience securing royalty income from licensees and securing investment for spin out companies.
4. * Experience of developing an entrepreneurial culture and/or ecosystem with interventions for early-stage entrepreneurs.
5. * Excellent knowledge of methods of Intellectual Property protection.
6. * Experience of structuring complex legal agreements.
7. * Evidence of sustained partnership building activities with stakeholders, including government and business.
8. Detailed evidence of knowledge of the current regional and national innovation policy and/or funding environment.
9. Evidence of financial management and financial planning and monitoring activity*.pther skills.
10. Strong oral communication style and evidence of successful partnership working with senior leaders.
11. Strong empathy and understanding of commercialisation within a University context and the challenges and opportunities facing the sector.
12. Need to travel national and internationally regularly.

DESIRABLE CRITERIA:

1. * PhD or postgraduate qualification in a relevant area.
2. * Project Management qualification.
3. * Significant experience of working within a funder/investment environment.
4. * Evidence of working with major R&D centres across GB, Ireland, Europe.
5. * Experience of research process within a University, e.g. PhD/DTC programmes and/or post-doctoral research experience.