

Candidate Information

Position:	Commercial Development Manager
School/Department:	Business and Commercial Alliances
Reference:	23/111017
Closing Date:	Monday 19 June 2023
Salary:	£44,414 - £54,421 per annum
Anticipated Interview Date:	Friday 30 June 2023
Duration:	3 years

JOB PURPOSE:

Reporting to the Head of Commercial Development, the post holder will plan, develop and manage translation of University research, intellectual property and 'know-how' to deliver increased income from commercial sources.

MAJOR DUTIES:

1. Work as part of the Commercial Development team to contribute to the mission and strategic priorities of the University, particularly in relation to the expansion and diversification of its income base through translation of its intellectual property and commercially relevant research capabilities.
2. Review research activities to enhance the intellectual property portfolio and make available tacit knowledge and 'know-how'. Identify and nurture technology exchange, licensing and spin out opportunities and determine the most appropriate route for successful commercialisation. Work with inventors, founding management teams and external consultants to development and present investment opportunities to key funding stakeholders and Venture Capital sources. This will involve a close and effective working relationship with QUBIS Ltd, and with the Queen's Innovation Programmes Team which runs ICURe.
3. Build relationships and interact closely with leading research teams to understand research capabilities and to identify and assess new commercial opportunities and technologies with commercial potential.
4. Gather business intelligence to support commercialisation activities. Identify the relevant markets and companies. Plan and execute commercialisation strategies to penetrate those markets. Build links with industry and agencies regionally, nationally and internationally to maximise opportunities to facilitate commercialisation of research.
5. Market and sell intellectual property, 'know-how' and resources of the University to senior business representatives and partners in cooperation with the University's Business Units and Schools, particularly with a focus on the Faculty of Engineering and Physical Science but also supporting translation work from other facilities where relevant.
6. Engage with businesses to identify opportunities which have potential for commercial development of the University research, intellectual property, 'know-how' and resources.
7. Develop and support effective systems for the management of the University's intellectual property and 'know-how' in line with national and international best practice.
8. Where appropriate, represent the University on external partnerships and liaise with companies and external bodies to promote the University's profile and knowledge exchange activities.
9. Design, implement and manage funding programmes to support translation of University research.

ESSENTIAL CRITERIA:

1. A degree in Engineering, Computer Science, Maths, Physics or a related discipline.
2. Plus, a minimum of 4 years' relevant experience in successful technology transfer and commercialisation of 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 successfully leading a virtual team in a dynamic and changing environment, with evidence of formulating clear business strategies and adhering to good governance practices.
5. Experience of managing and 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. Or substantial relevant experience in a similar role that will demonstrate experience outlined above.
8. Proven project management skills to manage projects with significant size and/or complexity.
9. 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. Computer literate in the use of standard Microsoft packages and the Internet.
13. Understanding of the regional economic needs and priorities and how the University can address those needs and priorities through technology transfer.
14. Ability to work with, and influence, senior management.
15. Excellent Interpersonal skills and demonstrable experience of having utilised those skills in technology transfer environments.

DESIRABLE CRITERIA:

1. MBA.
2. Business or marketing qualification.
3. Experience of working at a senior level in business within the Engineering or ICT sector.
4. Experience of working with or within a university, a research environment, or a technology transfer environment.
5. International work experience.
6. Experience of writing reports, preparing and giving talks/ presentations in a number of contexts.