

Candidate Information

Position:	Commercial Development Manager
School/Department:	Business and Commercial Alliances
Reference:	23/111205
Closing Date:	Monday 25 September 2023
Salary:	£45,585 - £56,021 per annum
Anticipated Interview Date:	Friday 13 October 2023
Duration:	Permanent

JOB PURPOSE:

As a member of the Intellectual Property (IP) & Commercialisation team and reporting to the Head of Commercial Development, the successful candidate will work closely with academic staff to commercialise the outcomes of the University's research including a focus supporting the Faculty of Engineering and Physical Sciences including an emphasis on activity covering software, digital technologies, and formal sciences such as maths and statistics. The role will be responsible for commercial outcomes across the School of Electronics, Electrical Engineering and Computer Science; ECIT; School of Maths & Physics; 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. 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. Build relationships and interact closely with key faculty research staff and principal investigators to understand research capabilities and to identify and assess new technologies with commercial potential.
5. Gather business intelligence to support knowledge exchange activities, identifying the relevant markets and companies; Plan and execute commercialisation strategies to penetrate those markets; and building links with industry and agencies regionally, nationally and internationally to maximise opportunities to facilitate the commercialisation of University 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. Engage with businesses to identify opportunities for the commercial development of the University research, IP, know-how and resources.
8. Develop, support and/or effectively utilise the University's quality systems for the effective management of the University's IP and know-how in line with 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.

ESSENTIAL CRITERIA:

1. An honours degree or equivalent in a relevant discipline e.g. Computer Science, Maths, Physics, Engineering, Business, Law. Or relevant experience in a similar role that will demonstrate experience outlined below.
2. Relevant experience and expertise in either successful translation and commercialisation of research, Intellectual Property and know-how.

3. Experience of successfully developing and cultivating commercial partnerships and licences, particularly with business, universities, research institutions or 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, management.
8. Proven project management skills to manage projects with significant size and/or complexity.
9. Excellent oral and written communication skills, with the ability to build effective working relationships with university staff and external stakeholders.
10. Excellent Interpersonal skills and demonstrable experience of having utilised those skills in technology transfer environments.
11. Computer literate in the use of standard Microsoft packages and the Internet.
12. 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 within in the domain of Software, Digital technologies, AI, or Electronic Engineering.
3. Experience of working with or within a university, a research environment, or a technology transfer 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 technology transfer.
6. Experience of writing reports, preparing and giving talks/ presentations in a variety of contexts.