

**Job Title:** Technology Commercialisation Manager (Midlands Innovation Commercialisation Research Accelerator - MICRA Project)

**Grade:** 8

**Salary:** £43,267 to £48,677 per annum

**Department:** Research and Enterprise Division

**Hours/Contract:** Full time, fixed term to 31 March 2021 with the potential to move to open ended

**Reference:** 744

## Role Purpose

The Midlands Innovation university partnership has created connected system of technology transfer offices. Collaborating with industry and organisations from all sectors, the MICRA programme will provide support and access for enterprise development, investment and investor relationships to help entrepreneurs drive their ideas forward, meet a wider community of like-minded people and find the most appropriate, targeted incubation support within the partnership.

The post holder will have specific responsibility for the operation of the MICRA project at the University of Leicester. Working alongside the MICRA team in the region (Technology Transfer Officers, Project Manager and Specialist staff), the commercial team based in Leicester, and academic staff.

The post holder will lead the commercialisation of research outcomes by identifying and developing early stage technologies through to successful commercialisation via either licensing, company incorporation or partnering with external organisations/companies.

The post holder will have specific responsibility for the operation of the Midlands Innovation Commercialisation Research Accelerator (MICRA) project where the University is a partner. The post holder is one of a collective cohort of 8 Innovation Business Development Managers each of whom will be employed by one of the Midland Innovation (MI) universities (Aston, Birmingham, Cranfield, Keele, Leicester, Loughborough, Nottingham and Warwick). The post-holders will follow a common induction and development programme together and operate as a cohort. Although employed and line-managed by their employing university, they will be overseen by a Project Manager and operate as a collective across the 8 university sites. They will take part in shared experiential development at the 8 partner sites and learn from each other's 'technology transfer office' practices and institutional research strengths. They will generate new ways of working through being exposed to a wide range of varied IP translation projects. The joint cohort will interact with multiple academic colleagues and external stakeholders both generating and sharing best practice at the different partner sites. Midlands Innovation contains universities of substantially different scale and scope and this programme will drive adoption of the best from each coupled with development of the whole group to a higher level of collective ability.

## Resources Managed

You will manage 6-10 major projects at any one time, from a pool of 20-25 potential commercial projects, reflecting ~50% of the Universities mature commercialisation portfolio and exploitation responsibilities for ~£55m of research income. Developing into a team with 2-3 high level reports.





Main Duties and Responsibilities	% Time
<ul style="list-style-type: none"> <li>Working with MICRA to deliver an effective partnership platform for Technology Commercialisation</li> </ul>	30
<ul style="list-style-type: none"> <li>Leadership of licensing and commercialisation projects, engagement with commercial partners, negotiation of licenses</li> </ul>	15
<ul style="list-style-type: none"> <li>Commercial evaluation of new or maturing commercial opportunities</li> </ul>	10
<ul style="list-style-type: none"> <li>Development of business plans, funding options and licensing strategies</li> </ul>	10
<ul style="list-style-type: none"> <li>Securing proof of concept / translational research funding</li> </ul>	10
<ul style="list-style-type: none"> <li>Developing external networks of potential licensees and investment partners</li> </ul>	10
<ul style="list-style-type: none"> <li>Contributing to IP awareness and entrepreneurship programmes</li> </ul>	5
<ul style="list-style-type: none"> <li>Management of formation of new spin-out companies</li> </ul>	5
<ul style="list-style-type: none"> <li>To undertake other duties as may be required by the Senior Technology Commercialisation Manager or the Director of Research and Enterprise Division.</li> </ul>	5
<b>Internal and External Relationships</b>	
<b>Internal</b>	
<ul style="list-style-type: none"> <li>Academic inventors and founders</li> <li>University technology commercialisation managers</li> <li>College enterprise representatives and committees</li> <li>University enterprise management and mentor groups</li> <li>RED colleagues</li> </ul>	
<b>External</b>	
<ul style="list-style-type: none"> <li>MICRA Project Partners (Project Manager, Training Lead, Fund Manager, Acceleration Fund)</li> <li>Licensee companies and organisations</li> <li>Public and private sector funding bodies, including venture capital groups</li> <li>Enterprise support professionals (lawyers, patent agents, accountants)</li> <li>Networks of knowledge transfer professions, nationally and internationally</li> </ul>	
<b>Planning and Organising</b>	
<p>Self-managing with the highest level of autonomy and proactivity with experience of keeping a large number of complex projects and professional networks progressing simultaneously. You will have well developed commercial influencing and networking skills with the attention to detail required to review complex legal, IP and financial information.</p>	
<b>Qualifications, Knowledge and Experience</b>	





## Essential

- First degree in Physical or Biological Sciences related subject\*
- Commercial experience in a technology industry or research environment \*
- Proactive approach to the identification of commercial opportunities
- Track record of negotiating and concluding significant commercial deals
- Understanding of Intellectual Property, development paths and executing commercialisation strategies\*

## Desirable

- Experience of research commercialisation
- Track record of negotiating and concluding significant IP licenses\* -development support is available to candidates
- Postgraduate research experience in relevant sectors
- Experience of forming/management of high technology SME's or spin-out companies
- Technology management at the private/public sector interface
- Understanding of current HEI enterprise landscape, challenges and opportunities\*

***\*Criteria to be used in shortlisting candidates for interview***

## Skills, Abilities and Competencies

### Essential

- Ability to rapidly establish credibility amongst wide variety of industry & academic stakeholders\*
- Strong negotiation skills\*
- Strong influencing skills
- Business and commercial analysis skills
- High level of commercial awareness\*
- Ability to assess and report on opportunities in a wide range of technology areas
- Ability to work as part of a team, taking a leadership role when required \*
- Ability to review corporate financial statements and forecasts
- Ability to draft and present business plans
- Capable and engaging presentation style
- Have the ability to travel nationally and internationally
- Effective oral and written\* skills in order to communicate effectively with staff and students.





**Desirable**

- Proven ability to draft license agreements and company formation documentation
- Commitment and experience of delivery of performance targets
- Strong IT and numeracy skills

***\*Criteria to be used in shortlisting candidates for interview***

**VITAL**

The University encourages all staff to live our [VITAL values](#) which are:  
**Valuing People, Innovators, Together, Accountable, Leaders.**

**Equality and Diversity**

We believe that equality, diversity and inclusion is integral to a successful modern workplace. By developing and implementing policies and systems that challenge stereotypes across all aspects of our work, we have a culture that recognises and values the diverse contributions of our staff which benefits everyone. Our strong values of inclusivity and equality support our efforts to attract a diverse range of high quality staff and students, and identify our University as a progressive and innovative workplace that mainstreams equality, diversity and inclusion.

