POSITION

DESCRIPTION

**Position Title** Commercialisation Partner

**Classification** Level 8

**School/Division** Office of Industry and Commercial Development

**Centre/Section** Commercialisation

**Supervisor Title** Commercialisation Manager

**Supervisor Position Number** 314783

**Position Number** 322397

# Your work area

The Office of Industry and Commercial Development (OICD) provides professional and expert support services to facilitate research excellence and knowledge transfer at the University. It is at the forefront in executing the University‘s research strategy and growing the impact and

revenue from research translation. The OICD team promote and develop the University’s research profile through active engagement with researchers and industry to commercialise the University’s research and intellectual property (IP).

# Reporting structure

Reports to: Commercialisation Manager

# Your role

As the appointee you will, under broad direction, work closely with researchers and internal stakeholders to identify, protect, develop and commercialise IP created at the University, with a focus on the life science sector. You will manage a portfolio of IP, build relationships with researchers to identify IP and assist with the commercialization of IP through licenses, patents or spin-outs. Additionally, you will assist in the development of commercialisation plans, negotiate related contracts and engage with external industry to promote UWA's research capabilities with a focus on the life science sector

# Your key responsibilities

Manage a portfolio of IP and the commercial development of that IP with focus on the life science sector

Build relationships with researchers, identify IP and assist with the development and review of Invention Disclosures.

Review the market and patent landscape to support the development of commercialisation plans including a plan to protect the IP.

Assist with the development and negotiation of any material transfer agreements, licences, assignments, patent development, spin outs and other related contracts, liaising with legal advisors as required.

Engage with external industry contacts to promote the research capabilities of UWA.

Promote the up skilling of researchers in commercialization to build IP awareness in the University community.

Work collaboratively with OICD colleagues on strategic research, commercialisation and industry engagement initiatives.

Other duties as directed.

# Your specific work capabilities (selection criteria)

Research commercialisation experience and/or relevant commercial experience in industry.

Relevant tertiary qualification in a life science or related discipline or demonstrated equivalent competency.

Experience with start-up companies or investment portfolio management is desirable.

Knowledge of funding programs available to facilitate commercialisation and is desirable.

Excellent written and verbal communication and interpersonal skills for effective negotiation and stakeholder engagement.

Excellent organisational skills with the demonstrated ability to set priorities and meet deadlines. Ability to work independently, show initiative and problem solve as part of a team.

# Special requirements (selection criteria)

There are no special requirements.

# Compliance

Ensure you are aware of and comply with legislation and University policies. To learn more about the Code of Conduct, see [Code of Conduct.](https://aus01.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.uwa.edu.au%2Fpolicy%3F%23184F3554-D498-4400-9A86-4282EED06B32&data=05%7C02%7Cadrian.wilks%40uwa.edu.au%7C6d7df9c8d1cd4359fc6a08dc6012779e%7C05894af0cb2846d8871674cdb46e2226%7C0%7C0%7C638490879636655952%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C0%7C%7C%7C&sdata=B8ENMf%2BIGU%2FGqw9b8CJvLQbVCrygOwCXYWgFw%2Byu%2BNY%3D&reserved=0)

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