

## Director, Commercialisation & Enterprise Creation

---

<b>College/Division</b>	Research Division
<b>School/Section</b>	Innovation & Enterprise
<b>Location</b>	Hobart
<b>Classification</b>	Senior Manager
<b>Reporting line</b>	Reports to Executive Director, Innovation & Enterprise

### Position Summary

The University of Tasmania is building a vision of a place-based University with a mission to enhance the intellectual, economic, social and cultural future of Tasmania, and from Tasmania, contribute to the world in areas of distinctive advantage. The University recognises that achieving this vision is dependent on the people we employ as well as creating a people-centred University that is values-based, relational, diverse, and development-focused.

We are seeking to appoint an Director of Commercialisation & Enterprise Creation as a joint appointment across the Innovation and Enterprise Office in the [Research Division](#), the [College of Business and Economics](#) (CoBE), and the [College of Sciences and Engineering](#) (CoSE).

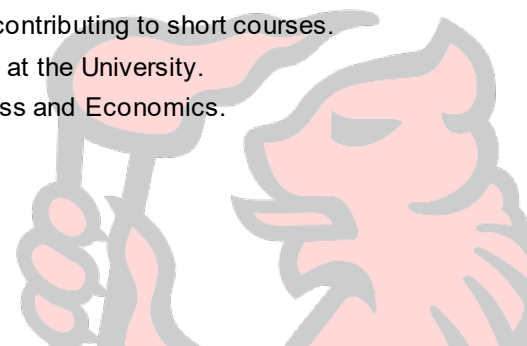
Researchers at the University create a diverse and exciting array of intellectual property, and the University seeks to ensure that this innovation has maximum impact in the Tasmanian community and beyond, providing strong economic, social and environmental outcomes. The University has embarked on a new way of working to facilitate the broad impact of its research.

This role will be a critical element of a new team. It will engage with researchers, the new University incubator and accelerator facilities, partner companies, and investors to optimise the impact of the IP created in the University, largely by facilitating new startups, but also assisting existing startups to scale. There will be a strong focus on establishment of new enterprise across the full spectrum of not-for-profit through to fully commercial for-profit ventures, with many using a science, engineering and technology basis to deliver societal benefit.

**We are an inclusive workplace committed to ‘working from the strength that diversity brings’ reflected in our Statement of Values. We are dedicated to attracting, retaining and developing our people and are committed to inclusive principles. We celebrate the range of diverse assets that gender identity, ethnicity, sexual orientation, disability, age and life course bring. Applications are encouraged from all sectors of the community. Tell us how we can make this job work for you.**

### What You'll Do

- Facilitate new start-up companies in Tasmania (priority) and beyond (as appropriate) through engagement with researchers, external partners, and investors.
- Identify and effectively engage suitable investors for early-stage seed funding and Series A financing.
- Mobilise University IP to increase its exposure, accessibility and attractiveness, enabling existing start-ups to scale and established firms and industries to innovate.
- Assist with management of University IP, including identification of IP most likely to facilitate successful new enterprises early in the research process, and assist to shepherd and develop that IP to have impact.
- Assist with University Incubator and Accelerator programs, including contributing to short courses.
- Provide leadership in setting the strategic direction in IP management at the University.
- Deliver Master Classes in enterprise creation in the College of Business and Economics.



- Assist to develop and deliver entrepreneurship and industry-focussed curricula in particular schools.
- Undertake other duties as assigned by the supervisor.

## What We're Looking For

### Essential Criteria

- Deep experience and expertise in commercialising IP across a broad range of areas.
- Demonstrated experience in the effective management of intellectual property.
- Proven experience in facilitating successful start-up companies, including attracting early-stage and series-stage investors and start-up company staff with appropriate backgrounds.
- Sophisticated ability to lead, work with, and get the best out of a broad range of personalities.
- Action-oriented individual with deep expertise in managing relationships and influencing a broad and complex range of both internal and external stakeholders, collaborators, and partners, fostering trust and collaboration.
- Deep understanding of alternative investment strategies for early-stage ventures.
- Broad network of industry, research, and investor contacts.

### Desirable Criteria

- Experience as a board member of Australian companies.
- Member of the Australian Institute of Company Directors.
- Experience with enterprise incubators and accelerators.
- A working knowledge of Australian intellectual property law.
- Previous exposure and knowledge of university research processes.
- Relevant tertiary qualification.

## Other position requirements

- Intrastate/ interstate/ international travel may be required.
- Travel may be required between campuses to deliver training and other services.

## University of Tasmania

The University of Tasmania is an institution with an enduring commitment to our state and community, and a strong global outlook. We are committed to enhancing the intellectual, economic, social and cultural future of Tasmania. Our [Strategic Plan](#) strongly reflects the University community's voice that our University must be place based but globally connected as well as regionally networked and designed to deliver quality access to higher education for the whole State.

We believe that from our unique position here in Tasmania we can impact the world through the contributions of our staff, students and graduates. We recognise that achieving this vision is dependent on the people we employ, as well as creating a university that is values-based, relational, diverse, and development-focused.

More information:

<https://www.utas.edu.au/jobs>

<https://www.utas.edu.au/careers/our-people-values-and-behaviours>

*The intention of this position description is to highlight the most important aspects, rather than to limit the scope or accountabilities of this role. Duties above may be altered in accordance with the changing requirements of the position.*

