

POSITION TITLE	Technology Transfer Manager
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COLLEGE/INSTITUTE/DIVISION	Research Division
SCHOOL/SECTION	Business Development & Technology Transfer
CAMPUS	Sandy Bay
CLASSIFICATION	HEO8/9
DATE	December 2018

POSITION SUMMARY

The University of Tasmania (UTAS) is a research led university that is increasingly known for the quality and impact of its research and its engagement with Tasmanian, national and international organisations. The policy outcomes from the National Innovation & Science Agenda (NISA) creates an expectation on Universities to create impact from their research outputs. One component of that impact creation is through economic stimulation. To facilitate that stimulation the University must be able to effectively; identify, mature, translate and transfer certain high potential intellectual property assets into the hands of industry.

The Technology Transfer Manager (TTM) will support the Director: Business Development & Technology Transfer (BD&TT) to execute against the BD&TT strategy for UTAS which seeks to promote and facilitate the translation of research outcomes into benefits for the University's stakeholders.

The TTM will be required to engage with targeted schools and/or institutes to work closely with researchers to identify intellectual property (IP) with strong potential for commercialisation. That IP will be recorded in fashion (e.g. an IP audit) that will allow opportunities to be compared, contrasted and further developed. The TTM will also have a role in supporting the Director BD&TT to prioritise these opportunities and engage with potential industry partners with a view to developing a licence, collaborative research partnership or other commercialisation arrangement.

The TTM will also be responsible for the provision of advice in relation to negotiation of the University's IP and commercial terms associated with contracts that govern our collaborative partnerships. As part of the University's commitment to securing best value for money outcomes for its stakeholders, ensuring that the University's interests are properly managed remains an important task. The TTM will (in consultation with the Director) be asked to provide advice on appropriate alternative IP and commercial terms when the arrangements being negotiated with our partners falls outside the University's standard positions.

The TTM will need to have demonstrated experience in identifying IP with commercial potential, plus possess the skills to find and vet potential industry partners. The TTM should be well versed in intellectual property principles and have the ability to advance transactional documents normally associated with collaborative research and licensing.

POSITION RELATIONSHIPS

Supervisor	Director – Business Development and Technology Transfer
Direct reports	Nil
Other	<p>This role will form strong working relationships with:</p> <ul style="list-style-type: none"> • Researchers within targeted schools / institutes • Associate Deans (Research) • Professional staff within the Office of Research Services and other Functional Units such as Finance and Legal

	<ul style="list-style-type: none"> • Heads of Schools and leaders of research concentrations • Business and industry representatives.
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KEY ACCOUNTABILITIES AND OUTCOMES

1.	Assess and identify differentiated capability and intellectual property that represents opportunities for collaborative research partnerships and/or technology transfer, and to document those in a systematic way (e.g. IP audit / technology transfer assessment)
2.	Record IP in a manner that will allow opportunities to be compared, contrasted and further developed.
3.	Provide advice and provide high level assistance in relation to the negotiation of the University's IP and commercial terms associated with contracts that govern our commercial and collaborative research partnerships.
4.	Encourage and facilitate the submission of invention disclosures from designated research clusters and carry out due diligence in order to understand the potential to licence or spin-out UTAS intellectual property.
5.	Assist researchers, Funding Officers and Research Hub staff (Office of Research Services) to identify intellectual property and to structure appropriate terms in funding and other relevant agreements in order to optimise the potential of the University's research outputs
6.	Carrying out due diligence on commercialisation partners / opportunities and contribute to the University's success in licensing and new venture creation
7.	Develop terms sheets that describe proposed contractual arrangements associated with technology transfer opportunities

DECISION MAKING AUTHORITY/LEVEL OF RESPONSIBILITY

The role will primarily be providing sound advice and assistance, based on professional experience, in relation to the identification of commercial opportunities. Such advice and recommendations will be consistent with the overall framework of policy guidelines and professional standards. The role will be accountable for the quality of advice and assistance provided.

As a recognised professional in their field, the role is expected to use their initiative in developing solutions that meet the needs of the University while acting within the policy framework.

POSITION CRITERIA

Essential Requirements

1. A strong track-record in the identification and assessment of technology- or research-based commercialisation opportunities and matching those with partners able to collaborate and/or translate the benefits to end-users.
2. Demonstrated experience in the use of systems suitable for the development of technology transfer assessments / IP audits
3. Familiarity with common legal agreements used to implement technology transfer (including, licensing, and assignment of intellectual property rights)
4. Familiarity with intellectual property principles and its management as it pertains to the development and operation of successful collaborative research arrangements.
5. A university degree, ideally at postgraduate level, or equivalent combination of relevant experience.
6. Highly developed interpersonal and communication skills with the ability to engage with a wide range of stakeholders and effectively negotiate outcomes.

7. Demonstrated superior organisational skills with a proven track record of working successfully with a high degree of autonomy to meet tight deadlines and achieve defined goals.
8. Demonstrated experience in providing leadership to, and working as part of, a multi-disciplinary team in the achievement of planned goals and objectives.

Desirable Attributes

1. Qualifications relevant to the commercialisation of research (e.g. MBA or similar)
2. Qualifications relevant to the intellectual property management (e.g. IP and/or contract law).

WORKPLACE HEALTH AND SAFETY

- All staff will assist the University to create and maintain a safe and healthy work environment by working safely, adhering to instructions and using the equipment provided in accordance with safe operating procedures. Where appropriate, staff will initiate and participate in worksite inspections, accident reporting and investigations and develop safe work procedures.
- All supervising staff are required to implement and maintain the University's WHS Management System in areas under their control, ensuring compliance with legislative requirements and established Policies, Procedures and Guidelines and, provide the appropriate information, instruction, training and supervision.
- Staff will inform their supervisor of any unsafe working practices or hazardous working conditions

UTAS STATEMENT OF VALUES



We subscribe to the fundamental values of honesty, integrity, responsibility, trust and trustworthiness, respect and self-respect, and fairness and justice. We bring these values to life by our individual and collective commitment to:

- * Creating and serving shared purpose
- * Nurturing a vital and sustainable community
- * Focusing on opportunity
- * Working from the strength diversity brings
- * Collaborating in ways that help us be the best we can