Commercialisation Officer
Research & Innovation

Closing date: 21 August 2019
Interview date: TBC
Reference number: RAI062A
Introduction

The University of Aberdeen is seeking a Commercialisation Officer to join the Impact and Knowledge Exchange team in Research & Innovation.

Research and Innovation (R&I) consists of teams of specialist advisors dedicated to maximising the University’s research income, identifying and nurturing impact and facilitating interactions with external organisations to contribute to the delivery of the University’s founding aim of being “open to all and dedicated to the pursuit of truth in the service of others”. R&I are the first point of contact for business, facilitating access to the University’s expertise and working closely with colleagues in the University’s Schools.

The University’s campaign to recruit for 60 academic posts aims to enhance the our status as a world leader in research and this post will join the Impact and Knowledge Exchange team to promote the development of impact from research through knowledge exchange, business engagement and commercialisation.

R&I is organised into different teams:

- Business Development and Grants Academy:
- Impact and Knowledge Exchange:
- Research Finance:
- Research Policy and Strategy:
- Post Graduate Research (PGR) Services
- CPD Services:
- North of Scotland KTP Centre:

The Impact and Knowledge Exchange team supports: impact, knowledge exchange, industry engagement, commercialisation, entrepreneurship and public engagement with research.
Job description

Main purpose of the role:
The postholder will work with academic staff to identify and develop opportunities for engagement with industry and commercialisation of University technologies and expertise, identifying intellectual property for both licensing and company creation opportunities, supporting proposals for external translational funding and protection of intellectual property.

Key responsibilities:

Commercialisation Officer

- To promote the University’s technology and expertise to industry and to develop and manage relationships with key industry partners to build long term sustainable relationships, and to work with schools to develop and implement their industrial engagement strategies
- To drive an increase in both volume and value for external development funding and for working with industry, and to manage the process of developing funding bids and their submission
- To work closely with academic staff to develop novel and creative methods to develop impact from research and to ensure that academic staff are kept informed of the commercialisation process
- To identify intellectual property developed by University staff and to manage a portfolio of technologies (including the filing and prosecution of patent applications) to increase the number of deals secured for the University
- To manage licensing of University intellectual property, monitor active licences and to manage the formation of spin out companies from the University with a view to meet the ambitious targets for commercialisation set by the University
- To lead on negotiations of commercial terms for contracts related to development of University intellectual property through licensing, spin outs or collaboration with industry
- Other duties appropriate to the grade as requested by line management

At a glance

Salary: £40,792 - £48,676 per annum
Hours of work: 37.5 per week
Contract type: Substantive
Candidate background

Commercialisation Officer

You will have a good first degree in a science subject and direct experience of working in knowledge exchange and/or technology transfer. A postgraduate degree and experience of working in a higher education institution is desirable. You will have a track record of negotiating and closing deals. Your qualities will include being a team player but you will also be able to work on your own initiative, with excellent organisational and administrative skills. You will be an excellent communicator, able to convey complex and detailed information effectively.

Terms of appointment

Salary will be at the appropriate point on the Grade 7 salary scale and negotiable with placement according to qualifications and experience.

Any appointment will be made subject to satisfactory references and a 12 month probation period.

For further information on various staff benefits and policies please visit www.abdn.ac.uk/staffnet/working-here

[This post does not meet the minimum requirements as issued by UK Visas & Immigration (UKVI) to qualify for an employer-sponsored visa. We are therefore unable to consider applications from candidates for this post who require sponsorship to work in the UK.]
# Person specification

## Education/Qualifications

**Academic, technical and professional education and training**

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<th>Essential</th>
<th>Desirable</th>
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<tr>
<td>• Degree in an appropriate science subject</td>
<td>• A Higher Degree e.g. MBA or PhD</td>
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## Work and Other relevant experience (including training)

**eg Specialist knowledge, levels of experience, supervisory experience, research**

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<td>• Direct experience of working in a technology transfer or knowledge exchange service</td>
<td>• Direct experience of working in an HEI role</td>
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<td>• Evidence of direct involvement in securing translational funding for technology development</td>
<td>• Patent prosecution experience</td>
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<td>• Track record of deal negotiation and closure</td>
<td>• Strong network of contacts in the knowledge exchange sector in Scotland and the UK</td>
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<td>• Full computer literacy</td>
<td>• Experience of working in industry</td>
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<tr>
<td>• Direct experience of working in an HEI role</td>
<td>• Experience of commercialisation of University IP through licensing and spin out</td>
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<td>• Patent prosecution experience</td>
<td>• Experience of using technology transfer databases</td>
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## Personal qualities and abilities

**eg initiative, leadership, ability to work on own or with others, communication skills**

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<tr>
<td>• Excellent interpersonal skills and ability to communicate at senior level in University</td>
<td>• General understanding of patent filing and prosecution activities and strategies</td>
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<td>• Excellent communication of complex and detailed information</td>
<td>• General understanding of role of intellectual property in HEI environment</td>
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<td>• Excellent communication skills with the ability to listen, engage and persuade</td>
<td>• Ability to analyse the market and commercial potential of new inventions and technologies and to develop an options appraisal</td>
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<td>• High level of independent problem solving and decision making capability</td>
<td>• Ability to understand complex technologies across a range of disciplines</td>
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<td>• Evidence of ability to negotiate and conclude commercial deals</td>
<td>• Evidence of existing networks of business contacts across relevant business sectors</td>
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<td>• Excellent organisational and administrative skills</td>
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<td>• Ability to manage and provide leadership to individual projects to drive towards outcomes</td>
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## Other

**eg special circumstances (if any) appropriate to the role such as unsocial hours, travelling, Gaelic language requirements etc.**

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<td>• Confidence in travelling within the UK and internationally</td>
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<td>• Out of hours work is likely to be required on occasion to accommodate travel and to meet tight deadlines</td>
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The University

Founded in 1495, Aberdeen is Scotland’s third oldest University and the fifth oldest in the UK. Ranked within the world top 160 in the Times Higher Education Rankings 2019 and named Scottish University of the Year in the Times and Sunday Times Good University Guide 2019. Aberdeen is ‘open to all and dedicated to the pursuit of truth in the service of others’.

Aberdeen is a broad based, research intensive University, which puts students at the head of everything it does. It has significant academic strengths and potential across a wide variety of disciplines. Outstanding in a wide range of discipline areas, Aberdeen has also been credited for its international reach and its commercialisation of research ideas into spin out companies.

The University has over 14,000 matriculated students and 3,600 staff representing 130 nationalities. We encourage bold thinking, creativity and innovation and we nurture ambition with many opportunities for professional and personal development in an inclusive learning environment which challenges, inspires and helps every individual to reach their full potential.

The University combines a distinguished heritage with a forward looking attitude. In the past few years, the University has encouraged creativity in its academic staff, broken new ground with an innovative curriculum, and developed state-of-the-art facilities including the new Sir Duncan Rice Library and the Aberdeen Sports Village and Aquatics Centre. In looking to the future, the University seeks to enhance its reputation as one of the world’s leading Universities by moving forward with ever more ground breaking research; ensuring students have an intellectual and social experience second to none; and capitalising upon the dual role as one of the major institutions of the north and as a cornerstone of regional economic and cultural life.
The city and the region

Aberdeen and Aberdeenshire

With a population of approximately 230,000, the city stands between the Rivers Dee and Don. This historic city has many architectural splendours and the use of its sparkling local granite has earned Aberdeen the name of the Silver City. Recognised as the oil capital of Europe, Aberdeen nevertheless retains its old-fashioned charm and character making it an attractive place in which to live.

Aberdeen enjoys excellent communication services with other European cities - e.g. flying time to London is just over one hour with regular daily flights. There are direct air links to London (City, Gatwick, Heathrow, and Luton), Manchester, Birmingham, Leeds, Southampton, Belfast and East Midlands within the U.K. There are also flights to international hub airports: Amsterdam (Schiphol), Paris (Charles De-Gaulle) and Frankfurt as well as flights to other European destinations. http://www.aberdeenairport.com Road and rail links are also well developed.

The Grampian Region which took its name from the Grampian Mountains has a population of approximately 545,000. It is made up of five districts – Aberdeen, Banff & Buchan, Gordon, Kincardine & Deeside and Moray. The city and the surrounding countryside provide a variety of urban, sea-side and country pursuits. Aberdeen has first class amenities including His Majesty's Theatre, Music Hall, Art Gallery, the Aberdeen Exhibition Centre, Museums, and Beach Leisure centre. Within a short time, beach pursuits, equine activities, salmon, trout and sea fishing, hill-walking, mountaineering, golf, sailing, surfing and windsurfing can be reached. The city and the surrounding countryside are repeatedly given high ratings for quality of life in surveys.

Aberdeenshire is one of Scotland’s most appealing regions. Royal Deeside and the Cairngorms National Park are within easy access of the city, and there are a variety of towns and villages scattered along the coastline.

Aberdeen and Aberdeenshire cater for a wide range of tastes in sporting and cultural activities.

To find out more about Aberdeen and Aberdeenshire go to www.visitabdn.com
How to apply

Online application forms are available at www.abdn.ac.uk/jobs

The closing date for receipt of applications is 21 August 2019

Should you wish to make an informal enquiry please contact
Dr Ann Lewendon, Commercialisation Manager, Research & Innovation
01224 272477
a.lewendon@abdn.ac.uk

Please do not send application forms or CVs to Dr Lewendon

Please quote reference number RAI062A on all correspondence

The University pursues a policy of equal opportunities in the appointment and promotion of staff.