

<b>Position Title</b>	Director, Commercialisation – Life Sciences
<b>Reporting Structure</b>	Member of UniQuest’s Life Sciences (LS) commercialisation team within IP Commercialisation reporting to the Senior Director & Head of Life Sciences.
<b>Location</b>	UQ’s St Lucia campus although project portfolio will span to UQ’s research sites at other locations including at the Princess Alexander Hospital site and the Royal Brisbane and Women’s Health Hospital site.
<b>Line Management Reports</b>	N/A
<b>Position Purpose</b>	Working within the UniQuest team to build commercial relationships and opportunities between industry and The University of Queensland (UQ), leading to short, medium and long-term revenue streams and other benefits that are aligned with UQ strategy. This will involve the creation, negotiation and delivery of opportunities for transactions based on UQ intellectual property (IP) including licences, start-up companies and other commercial arrangements. The incumbent will have a specific focus on the commercialisation of technologies related to health with a focus on therapeutics and will be expected to manage all aspects of commercialisation across their IP portfolio.
<b>Responsibilities</b>	<p><b>A. External stakeholder/market engagement (External business development)</b>            Build and maintain strong, effective relationships with relevant contacts and organisations within industry and the investment community to enable the identification, promotion and delivery of commercialisation opportunities.            Lead the business development and project management activities of individual commercialisation opportunities with respect to researcher and partner liaison, market research, IP protection, packaging, pitching and negotiation of licence, collaboration and start-up deals.</p> <p><b>B. Internal stakeholder engagement (Internal business development)</b>            Develop a comprehensive understanding of research capabilities and assets of UQ within the area of health and relevant researchers to identify, protect, market and commercialise UQ intellectual property.            Build and maintain strong relationships with UQ researchers in the area of health and work with new researchers to support and mentor them with regards to commercialisation.            Contribute to the company’s program of activities for stimulating commercialisation and entrepreneurialism in the UQ research community.</p> <p><b>C. Intellectual Property</b>            Seek intellectual property disclosures with commercial potential from UQ researchers and conduct preliminary commercial due diligence.            Identify and prosecute intellectual property pathways, especially patent applications, for qualified projects.</p>

**Qualifications and Experience**

Maintain the intellectual property portfolio in area of health as required.

**D. Transactional responsibilities**

Build and maintain a strong pipeline of projects within the area of health to generate deal flow for UniQuest to meet its strategic long and short term objectives including the annual budget.

Structure, negotiate and close deals to maximise value for UniQuest and UQ.

**E. Other**

Fully support UniQuest's policies and procedures including OH&S and risk management.

Perform other tasks appropriate to the role and as requested by the Senior Director and Head of Life Sciences.

Provide expert advice to the Senior Director and Head of Life Sciences with respect to commercialisation and engagement initiatives in your respective area.

**Personal Attributes**

Tertiary qualification in a life sciences discipline (e.g. biological sciences) with knowledge of disease biology and drug discovery/development, or qualification in medicine.

Broad international (preferable) and local industry contacts/networks.

Knowledge of commercialisation pathways for health-related innovations including new product development and regulatory requirements.

Experience of licensing from either the technology transfer side or the pharmaceutical/biotechnology company side (preference for >3 years' experience).

Deal track record (licences and/or start-ups).

Demonstrated understanding of intellectual property principles and expertise in the negotiation of contracts including licence agreements.

Demonstrated strong and positive relationships with leading researchers in industry and/or the publicly funded research sector.

Sound understanding of university research management and university funding systems.

Excellent communication skills including public presentations.

Demonstrated skills in managing and influencing multi-stakeholder complex projects and achieving outcomes against deadlines.

Innovative approach to identifying and developing commercial opportunities and the ability to make them happen

Proven negotiation skills and persuasion skills

Excellent comprehension, verbal and written communication skills and ability to interact successfully with a broad range of people

Ability to work well under pressure with constant and concurrent deadlines

Ability to work effectively in a dynamic environment and to adapt to new circumstances

Diligent and keen sense of organisation

Self-sufficient but demonstrated ability to work as part of a team.