UNIQUEST

Position Title	Associate, Commercialisation (Social and Behavioural Sciences)
Reporting Structure and Location	Member of UniQuest's Intellectual Property Commercialisation team reporting to the Senior Director and Head of Social and Behavioural Sciences.
Direct/Indirect Reports	N/A
Position Purpose	Delivers business and market analysis, assist business development of new and existing deals, supports pipeline building and effective relationship management to commercialise innovations and research to create impact for The University of Queensland (UQ). The role assesses invention disclosures and selected innovative technologies for commercial potential and supports the Senior Director and Head of Social and Behavioural Sciences in all aspects of commercialisation, particularly technical, intellectual property, market, financial and commercial analysis.
Key Result Areas	1. Financials against budget: licence and research agreements 2. Pipeline management: disclosures, patent and deal making 3. Internal: Effective teamwork and adherence to UniQuest processes 4. External: Productive relationships with UQ staff and industry partners
Domain Knowledge	Projects at UniQuest are drawn from all the Faculties and Institutes at UQ. UniQuest commercialises the innovation and expertise of UQ through 4 channels to market: (1) engineering, materials and ICT, (2) health, (3) science and (4) social and behavioural sciences. The incumbent will have a dominant focus in the Social and Behavioural Sciences channel and may be expected to be able to work across the channels if required, for example, for cross-disciplinary projects. Projects in the Social and Behavioural Sciences portfolio at UniQuest are drawn from a wide range of Faculties, Institutes and Schools at UQ, including the Faculty of Humanities and Social Sciences, the Faculty of Health and Behavioural Sciences, the Faculty of Business, Economics and Law, as well as School of ITEE and Faculty of Medicine. The common thread is a focus on scalable and sustainable projects leveraging UQ IP to deliver health, cultural, societal and economic impact to the global community. The Associate will have technical expertise in one or more of the following areas: • Health, humanities, social and behavioural sciences • Business, marketing, finance, economics • Information and Communications Technology (ICT)
Responsibilities/Duties	**Intellectual Property** • Complete preliminary due diligence reports (PDDs) for new invention disclosures • Qualify intellectual property disclosures with commercial potential from UQ researchers • Identify and prosecute intellectual property pathways for qualified projects • Supporting the patenting of innovative technologies. • Maintain intellectual property portfolio as required **Business Development** • Support business development activities as directed by the Senior Director.

Stakeholder Engagement

- Work closely with the Senior Director and UQ researchers to identify, protect, market and commercially exploit UQ intellectual property
- Develop a comprehensive understanding of research capabilities and assets of UQ and relevant researchers in this field across all UQ Faculties, Schools and Institutes
- Build and maintain strong relationships with the world-class researchers and research teams at UQ and work with new researchers to ensure that they are introduced and mentored with respect to commercialisation

Commercialisation Pipeline Building

- Contribute to the company's program of activities for stimulating commercialisation and entrepreneurship in the UQ research community
- Prepare and qualify commercialisation plans, including timelines and budgets for prospective opportunities
- Prepare information on deal comparable and currently acceptable industry terms for transactions to support project negotiations
- Support other team members on the structuring and negotiation of transactions
- Work with the UniQuest IP Commercialisation team to ensure efficient portfolio prioritisation and resourcing across the group
- Work with the Senior Director to identify and facilitate funding for commercialisation projects, including grants, investments, proof of concept funding
- Assist with the preparation of funding applications, including project budgets where appropriate

Other

- Fully support UniQuest's values, policies and procedures including WH&S and risk management.
- Perform other tasks appropriate to the role and as requested by the Senior Director and Head of Social and Behavioural Sciences.
- Provide to the team relevant advice, improvements and innovations with respect to commercialisation and engagement initiatives.
- Provide written reports as requested from time to time

Qualifications, Knowledge and Experience	**Sector specific knowledge and experience** - Tertiary qualifications in a field relevant to the position (for example psychology, public health, digital technology, business), preferably to post-graduate level. - Experience in a relevant industry sector **Technology commercialisation knowledge and experience** - Some experience in evaluating technologies from technical, financial, competitor and market perspectives. - Some experience in supporting the conversion of academic science into commercial solutions for industry problems through various communication and marketing mediums. - Basic understanding of intellectual property principles and procedures. **University knowledge and experience** - Experience in developing relationships with researchers. - Familiarity with university research and needs of researchers. - Exposure to commercialisation in an academic environment.
Skills and Personal Attributes	- Planning and time management - Managing emotions - Being accountable - Asking for feedback

- Individual initiative in learning what is needed
- Owning your own obstacles
- Self-identifying gaps in knowledge
- Displaying strong curiosity about new, early stage technologies with a critical review.
- Analytical approach to problem solving
- Excellent comprehension, verbal and written communication skills.
- Ability to synthesize complex information and discussing, understanding and communicating science/technology at both the academic and commercial level
- Ability to work well under pressure with constant and concurrent deadlines
- Driven to convert technologies into commercial solutions for industry problems.
- Ability to interact and influence motivated, intelligent people such as researchers.
- Working effectively in a dynamic, structured environment and adapt to new circumstances.
- Working well in a team and able to manage own tasks and reliably deliver to schedule.