

**JOB DESCRIPTION**

Research Commercialisation Manager, Research and Enterprise Services

**Vacancy Ref:** 0517-24

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| **Job Title:** Research Commercialisation Manager | **Present Grade:** 8P |
| **Department/College:** Research and Enterprise Services (RES) | |
| **Directly responsible to:** Head of Research Commercialisation | |
| **Supervisory responsibility for:** NA | |
| **Other contacts** | |
| **Internal:** Director of Research, Enterprise and Innovation, RES senior management team, thematic Knowledge Exchange (KE) leads and broader KE staff across the University, Senior Research Development Managers and Development Officers, Research Impact Managers, wider Academic Staff across the campus. | |
| **External:** External organisations/engagement partners including: large companies, SMEs, Government organisations, Local Authorities, third sector organisations, other Higher Education institutions (such as the N8 Partnership), relevant funders and policy makers, UK Research and Innovation (UKRI), relevant research commercialisation partnerships (such as NxNW), Investors, Accelerators, Founders and CEOs of Spin outs and regional high growth companies, Patent Attorneys and external Legal Advisors | |
| **Major Duties:**   1. Leading on and actively managing the exploitation of the University’s Intellectual Property (IP) portfolio to maximise impact for the University including support for the development and implementation of appropriate policies and processes throughout the University to do this. 2. Managing the commercial due diligence of potential and actual IP including collaborating with KE colleagues in configuring and implementing appropriate market research and licensee search projects and liaising with other appropriate staff in setting up and managing formal projects where required by potential markets. 3. Identifying appropriate routes to market for the technologies and market places identified for commercial exploitation (e.g. start up or spin out formation or licensing). This will include liaison with potential external stakeholders, acting as the designated Technology Transfer Officer (TTO) for “Innovation-to-Commercialisation of University Research” (ICURe) and other Accelerator programs and the development of marketing collateral, both in partnership with KE colleagues. 4. Managing a range of IP assets from across the university, working with the Head of Research Commercialisation to manage the University’s IP portfolio in progressing the University’s stage gate triage of patent filing, prosecution and negotiation of licence terms, providing support for decision making at all stages of commercialisation. This will include leading on commercial agreement to facilitate the exploitation of University IP, for a fair return to the University, while furthering the impact agenda and increasing research funding. 5. Resource investigation to meet identified resource requirements for the evaluation and implementation of any commercialisation projects including liaison with external consultants and advisors. 6. Working with KE and Research Development colleagues to provide guidance on collaborative research and consultancy opportunities as a result of the commercial due diligence project activities. 7. Providing first line support in the development of spin out companies liaising as necessary with external advisors in, for example, the negotiation and completion of investment agreements. 8. Working with wider colleagues to evaluate the potential impact of University Research findings including but not limited to commercial exploitation. 9. Use and develop the Knowledge Exchange and Engagement Portal (KEEP) CRM Knowledge Exchange CRM to record IP assets management information tools to measure progress of commercialisation projects and preparing reports as required by the University’s Scheme of Delegation on triage and exploitation of IP. 10. Staying abreast of policy, industry and market trends to inform research commercialisation strategy and policy to ensure Lancaster benefits from national and international best practice, working in partnership with sector groups (such as PraxisAuril, The Higher Education Export Control Association) 11. Developing an ongoing programme of training to raise awareness and understanding of the importance of research commercialisation and the associated pathways to impact. 12. Any other duties as directed by the Head of Research Commercialisation, Associate Director of Enterprise and Innovation and the Director of Research, Enterprise and Innovation and as commensurate with the role. | |