



UNIVERSITY OF
BIRMINGHAM

ENTERPRISE

IP Business Development Manager

Engineering & Physical Sciences

University of Birmingham Enterprise Ltd

Do you want to be part of a dynamic team at a prestigious organisation, helping us to create commercial impact?

Can you work closely with world-leading academic inventors to identify, develop, protect, market and commercialise intellectual property arising from their research?

UoB Enterprise is now looking for a talented individual to become an IP Business Development Manager to commercialise intellectual property arising from research at the University of Birmingham from the engineering and physical sciences sector.

Joining the existing successful team, you will be given full personal responsibility to drive and 'own' cases in our portfolio of intellectual property opportunities through their entire 'lifecycle'.

The University of Birmingham is one of the most ambitious academic institutions in the UK and is looking to rapidly grow its international reputation. UoB Enterprise is responsible for identifying, protecting and commercialising the intellectual assets of the University. We validate opportunities and find development partners to licence University owned IP or look to establish new companies to commercialise new technologies arising from research. Additionally, UoB Enterprise manages consultancy projects on behalf of academics, supports regional businesses and promotes and manages Birmingham Research Park.

Equality, diversity and inclusion is really important to us and therefore we want somebody who has an appreciation of these issues and who is able to contribute to and really encourage diverse thinking.

Responsibilities will include:

- Developing relationships with key academic staff in order to identify and capture potential new inventions;
- Identifying and obtaining funds to support development or translation of research ideas into commercial opportunities;
- Assessing commercial potential and ensuring we protect new inventions and other IP;
- Finding commercial partners or investors and developing market interest in the technologies protected;
- Leading commercial negotiations which would usually lead to licencing IP to a third party or supporting the development of a new 'spin-out' company;
- Creating reputational benefit from the portfolio of commercialisation cases under your management.

In order to be considered for this exciting role, you will need to show us that you can relate to, and work closely with, academic researchers in a UK university environment. You will have a first degree (BSc) in a relevant subject and preferably a relevant second degree (MBA, MSc, PhD) and, desirably, experience commercialising new technologies.

We will also expect evidence of your skills in the management, dissemination and exploitation of IP, including the ability to network, sell complex new opportunities and personally negotiate the subsequent contracts. You will need to have a good understanding of how IP is protected, the patenting process and preferably experience in working with patent attorneys.

It is also important that you are a strong team player with excellent written and verbal skills and the ability to write concise and clear business cases and management papers. You will need to be able to communicate complex subjects in a way that the general public can understand.

UoB Enterprise is based in a highly stimulating working entrepreneurial environment located on the vibrant Birmingham Research Park in Edgbaston, Birmingham. The employment package includes a salary in the range of £40,000-£55,000, a performance-related bonus scheme and additional pension benefit, all commensurate with your skills and experience. We are currently operating a hybrid working model and you should expect to be in the office regularly. Additional details about the University of Birmingham and UoB Enterprise can be found at:

www.birmingham.ac.uk

www.birmingham.ac.uk/partners/enterprise

A job description can be found here:

<https://www.birmingham.ac.uk/documents/partners/enterprise/jd-ip-bdm-eps-2021.pdf>

If you are interested in applying for this post please email a 2 page CV together with a 1 page covering letter explaining why you would like to work for UoB Enterprise and showing how you meet the above job criteria to: m.kaiser@bham.ac.uk. Please quote reference: **BDM2021LES** in your email title. Closing date is midday on Monday, **17th January 2022**. All levels of skills and experience considered and we actively encourage applications from individuals from underrepresented groups.