Griffith UNIVERSITY
Queensland, Australia

Position Description

Position Title	Business and Innovation Manager (Life Sciences)
Group/Portfolio	Office of the Deputy Vice Chancellor (Research) / Griffith Enterprise
Classification	Senior Contract
Position Number	00043036
Reports To	Head of Business Innovation (Life Sciences)
Employment Type	Continuing

1.0 Position Purpose

Griffith Enterprise (GE) is the commercialisation office of Griffith University with responsibility for developing and driving the University's commercialisation strategy, goals and activities.

Working collaboratively with the University's research community, business units and industry partners, GE ensures that the University's intellectual property (IP) is protected and commercialised through licencing, start-up investment or other commercial arrangements leading to economic and social impact.

The Business and Innovation Manager (Life Sciences) will work closely with researchers across the university and other members of the GE team with the goal of driving and leading new commercial partnerships and commercialisation deals of strategic interest to the University. The role will involve project leadership but also includes working as part of a team.

The role will be responsible for identifying, generating, assessing, developing, structuring, negotiating, executing, and managing commercial opportunities within the University's portfolio related to Life Sciences.

The role will manage the intellectual property generated within their area of responsibility and also provide advice related to collaborative industry projects, grants and other capacity building projects as related to the technology and its associated commercialisation and pathway to impact. Working closely with other Griffith groups the role will also provide strategic input into the University's efforts to secure large funding opportunities across the spectrum of competitive grants, industry, and philanthropic funding.

The primary focus is the University's capabilities in biomedical technologies, diagnostics, vaccines, therapeutics, medical devices, agriculture and other life science related technologies.

2.0 Eligibility Requirements

A postgraduate degree and relevant experience, or an equivalent alternative combination of relevant knowledge, training and/or extensive experience in commercialisation activities related to the area of Life Sciences.

3.0 Key Responsibilities

Pipeline Management, Business Development and Commercialisation

- Identify potential new intellectual property (IP) being developed by university researchers, assess its commercial potential, develop the appropriate IP protection strategy, and generate strategies for its effective commercialisation. This may entail licensing, establishing large partnerships and strategic initiatives or start-up opportunities with venture capital investment.
- Develop an advanced understanding of research capabilities and assets of Griffith research within the relevant area and manage complex scenarios, balancing competing needs and interests of academic researchers and industry.
- Build and actively manage a pipeline of commercialisation (IP) projects from disclosure to transaction in the area of responsibility.
- Manage the filing and prosecution of patent families and other IP protection with input from all relevant stakeholders.
- Identify, negotiate and secure commercial transactions, including licences and start-up investments, for university IP within the area of focus to provide profitable and sustainable revenue flows to the University, and societal impact.
- Build and maintain strong relations with industry, understand industry needs/trends and market assessments.
- Carry out business development activities to enable the partnering or investment into university IP created from its research outcomes.
- Identify and facilitate funding opportunities for commercialisation projects and start-up companies, including commercialisation grants, investments, proof-of-concept, etc.
- Maintain accurate and up to date records for invention disclosures, IP management and commercialisation transactions.
- Support, as required, to help identify consultancy, contract research and commercial collaboration opportunities, and in the case of high-value, complex opportunities, assist with proposals, estimate resource requirements, and negotiation; for low-value opportunities provide mentoring support as required.
- Manage post-deal management activities.

Stakeholder Engagement/Management, Training, Education and Support

- Work collaboratively with Griffith's research and academic community to identify, engage and create commercialisation opportunities and partnerships with external industry, research organisations, and others wishing to commercially use, develop or exploit the University's intellectual property.
- Provide timely and expert advice and reports, as required, to Griffith researchers about commercialisation and related activities, attending key meetings within the Groups and Institutes/Centres.
- Work collaboratively with GE colleagues and leadership including technology and pipeline reporting to key internal and external stakeholders to ensure ongoing communication of project milestones and outcomes.
- Build and maintain strong and effective relationships with key stakeholders within the university,

industry and investment community.

- Provide support including presentations/workshops for researcher education and training initiatives in the areas of commercialisation, industry engagement, entrepreneurism and intellectual property.
- Actively participate in industry, government, and academic forums.
- Participate in external industry and stakeholder engagement activities.
- Support the Office for Research, Advancement, Griffith International, and other University elements when dealing with intellectual property.

Other

- This position may be required to take on other responsibilities, commensurate with the expectations of a role at this level, which contribute to the overall objectives of the work unit.
- If required, provide supervision or mentoring of GE staff, facilitating improved performance, providing timely feedback and performance reviews to ensure business goals are achieved.
- Lead and promote compliance with relevant legislation and University policies and procedures, including equity and health & safety and exhibit good practice in relation to same.
- Be a leading example of the principles and values embodied in the University's Code of Conduct, and behave, act and communicate at all times to reflect fairness, ethics and professionalism.

4.0 Key Capabilities

Griffith University identifies the attributes of resilience, flexibility, creativity, digital literacy and entrepreneurship as critical to our graduates' success, in the rapidly changing future world of work. We have established a Griffith University Capability Development Framework to provide a common language of some of the non-technical organisation skills that will support our staff to thrive now and into the future. The Capability Development Framework will assist you to understand the current skill level of this position in the non-technical but critical skill domains that are increasingly important in a changing workplace context.

To read about some of the non-technical organisation skills for this position, please see the Leads Others section of our Capability Development Framework.