

Position Title	Head of Business and Innovation (Physical Sciences)
Group/Portfolio	Division of the Deputy Vice Chancellor (Research) / Griffith Enterprise
Classification	Senior Contract
Position Number	00052966
Reports To	Director, Griffith Enterprise
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 goals and activities. GE is situated within the Deputy Vice Chancellor (Research) portfolio, which provides strategic and operational leadership on all matters relating to research and knowledge transfer, including R&D, consultancy, innovation, translation, commercialisation, entrepreneurship and start-up enterprises.

Working collaboratively with the University's research community, business units and external parties, GE ensures that the University's intellectual property (IP) is commercialised and knowledge transferred for use by industry, government, and the community leading to economic, environmental, cultural and social impact.

The Head of Business and Innovation (Physical Sciences) is a senior position within GE and a member of its leadership team. Working closely with senior leaders across the university and assuring an effective, collegial operating model across the GE portfolios, the Head of Business and Innovation (Physical Sciences) will lead a team focused on the University's research within the physical science portfolios with the primary goal of developing new commercial partnerships and deals of strategic interest to the University and significant societal impact. The role is hands-on and will involve project responsibility but also includes team development and leadership, and where appropriate, recruitment.

The role will focus on the University's capabilities in Physical Sciences (including research outcomes arising from the Centre for Quantum Dynamics, Queensland Micro- and Nanotechnology Centre, Institute for Integrated and Intelligent Systems, Centre for Catalysis and Clean Energy and others), ICT, Environment (including the Australian Rivers Institute, Coastal and Marine Research Centre, Advanced Manufacturing & Medical Devices, and Advanced Design & Prototyping Technologies Institute) and Defence portfolios. Working closely with other Griffith groups including the Office for Research, Advancement, and Industry & External Engagement, 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 within the Physical Sciences domain.

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 Physical Sciences.

3.0 Key Responsibilities

- Lead and influence the strategic direction and team of Business and Innovation Managers in Physical Sciences including specialists in Materials, Engineering, Energy, Digital Technologies, Advanced Manufacturing, and Environment innovation activities, and carrying out line management responsibilities.
- Provide timely and expert advice to university researchers, GE colleagues and the university executive, about commercialisation and related activities.
- Promote collaborative engagement across GE portfolios to utilise relevant expertise and capabilities.
- Identify potential new intellectual property (IP) that is being developed by university researchers, assess its commercial potential, develop the appropriate 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.
- 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 significant societal impact.
- Carry out business development activities to enable the partnering or investment into university IP created from its research outcomes.
- Conceptualise, develop and help implement large-scale engagements and strategic initiatives that deliver knowledge-based products and services directly to customers through the most suitable translation pathway.
- Support academic staff as required to help identify consultancy, contract research, R&D and commercial collaboration opportunities, and in the case of high-value opportunities, assist with proposals, estimate resource requirements, and close deals; for low-value opportunities provide mentoring support as required.
- Raise awareness and support the development of a greater focus on and understanding of commercial considerations and pathways to research staff in the University.
- Provide support for researcher education and training initiatives in the areas of commercialisation, industry engagements and intellectual property.
- 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](#).