



**UNIVERSITY OF LEEDS**

## **CANDIDATE BRIEF**

**Commercialisation Licensing Manager, Research and Innovation Service**



**Salary: Grade 7 (£33,199 – £39,609 p.a.)**

**Reference: CRIS1120**

**We will consider flexible working arrangements**

## **Commercialisation Licensing Manager Research and Innovation Service**

**Do you want to make a major contribution to the evaluation and licensing of our technologies? Are you capable of independent management of broad project portfolios and have an ability to secure and manage deals with commercial partners?**

This post provides an exciting opportunity to play a role in the commercialisation of Intellectual Property (IP) generated within the University of Leeds, one of the largest research-intensive universities in the UK. The University has an extensive patent portfolio, over 30 active spinout companies, and a significant number of technology licences.

The University has placed innovation and impact as key objectives in an ambitious strategy and is seeking to expand its commercialisation activities. The Commercialisation Team supports the University's commercialisation and IP activities to ensure that maximum impact and public benefit can be achieved via our commercialisation activities. To accelerate the development and commercialisation of its research, the Commercialisation Team manages sizeable proof of market and proof of concept investment funds.

This is a challenging role, requiring an energetic and self-motivated individual with a can-do attitude to make a major contribution to the evaluation and licensing of our technologies. You will have a background in a life/physical sciences or engineering discipline and demonstrable competencies in commercialising technologies. You will have a flexible approach to work, capable of independent management of broad project portfolios and an ability to secure and manage deals with commercial partners. You will also bring strong negotiation, analytical, planning and implementation skills to progress opportunities to successful commercial outcomes.



## What does the role entail?

As a Commercialisation Licensing Manager, your main duties will include:

- Leading negotiation of commercial terms for licensing, sale or commercial co-development of intellectual property and, working with University legal advisors and providing commercial review of contracts to enable deal completion;
- Identifying and engaging potential licensees with the aim of licensing University technologies;
- Providing ongoing post-deal management of licence and revenue share arrangements;
- Managing and maximise technology licensing through the identification and use of third party intermediary organisations;
- Building productive commercial relationships with external stakeholders and partner organisations including joint IP owners, consultants and other technology transfer organisations;
- Undertaking robust and detailed commercial evaluation of new opportunities and technologies;
- Supporting internal technology development projects and guide opportunities towards an appropriate commercial output;
- Providing guidance to academics to facilitate their engagement in licensing activities;
- Maintaining accurate records and comprehensive information relating to licenses and commercial opportunities using the University's management systems;
- Reporting progress and outcomes to senior management and University committees as required;
- Working with senior colleagues to proactively review and contribute to ongoing service development and promotion;
- Supporting the Senior Commercialisation Manager in all areas of their role, and deputise as necessary.

These duties provide a framework for the role and should not be regarded as a definitive list. Other reasonable duties may be required consistent with the grade of the post.



## What will you bring to the role?

As a Commercial Licensing Manager you will have:

- Demonstrable experience of managing technology-led projects to a commercial deal;
- Demonstrable record of licensing deal flow; identifying potential licensees and completing licensing deals for technologies within a university or industry environment;
- Demonstrable experience of negotiating appropriate commercial terms, legal agreements and of implementing different commercial licence deal structures;
- A strong interest in, and experience of, the identification, commercial assessment and evaluation of early stage technological/scientific opportunities, including strong knowledge of IP protection mechanisms;
- A life/physical sciences or engineering degree and background;
- Excellent communication (written and oral) skills and the ability to communicate effectively with multiple audiences to influence stakeholders and achieve results;
- A problem solving approach and ability to find practical, pragmatic solutions to complex and difficult issues;
- A high level of IT skills, including experience of Microsoft Office programmes and demonstrating diligent record keeping and reporting skills;
- An ability to establish priorities and balance workloads to meet deadlines;
- An ability to work effectively as part of a team;
- Demonstrate strong initiative and motivation to achieve outcomes.

You may also have:

- Demonstrable experience of IP management and formal IP protection;
- Working towards, or have achieved attainment of professional qualifications related to Licensing (Certified Licensing Professional);
- A postgraduate degree in a life/physical science or engineering related discipline;
- Experience of managing/using an online licensing or e-commerce type platforms.



## How to apply

You can apply for this role online; more guidance can be found on our [How to Apply](#) information page. Applications should be submitted by **23.59** (UK time) on the advertised closing date.

## Contact information

To explore the post further or for any queries you may have, please contact:

**James Gibbons, Senior Commercialisation Manager**

Tel: +44 (0)113 343 2087

Email: [j.gibbons@leeds.ac.uk](mailto:j.gibbons@leeds.ac.uk)

## Additional information

### Working at Leeds

Find out more about the benefits of working at the University and what it is like to live and work in the Leeds area on our [Working at Leeds](#) information page.

### Candidates with disabilities

Information for candidates with disabilities, impairments or health conditions, including requesting alternative formats, can be found on our [Accessibility](#) information page or by getting in touch with us at [disclosure@leeds.ac.uk](mailto:disclosure@leeds.ac.uk).

## Criminal record information

### Rehabilitation of Offenders Act 1974

A criminal record check is not required for this position. However, all applicants will be required to declare if they have any 'unspent' criminal offences, including those pending.

Any offer of appointment will be, in accordance with our Criminal Records policy. You can find out more about required checks and declarations in our [Criminal Records](#) information page.

