



UNIVERSITY OF LEEDS

CANDIDATE BRIEF

Commercialisation Licensing Manager, Research and Innovation Service



Salary: Competitive

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? Can you lead commercial negotiations? Are you capable of independent management of broad project portfolios?

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 in excess of 90 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 IP licensing and company spinout activities.

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. With a flexible approach to work you will be capable of independent management of broad project portfolios and have an ability to secure and manage deals with commercial partners. Strong negotiation, analytical, planning and implementation skills to progress opportunities to successful commercial outcomes are also essential.

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 in-house legal advisors, 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 relationships with external stakeholders and partner organisations including companies, consultants and other technology transfer organisations;
- Undertaking robust and detailed commercial evaluation of new opportunities and technologies;
- Supporting internal technology development projects and guiding opportunities towards an appropriate commercial output;
- Providing guidance to academic colleagues to facilitate their engagement in licensing activities;
- Maintaining accurate records and 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 commercial management of technology-led projects;
- Demonstrable record of licensing; identifying potential licensees and completing commercial deals within a university or industry environment;
- Demonstrable experience of negotiating commercial terms and of implementing a range of licence/deal structures;
- A strong interest in, and experience of, the identification, commercial assessment and evaluation of early stage technological/scientific opportunities;
- 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;
- 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:

- Experience of IP protection and management;
- Working towards, or have achieved attainment of professional qualifications related to licensing or technology transfer;
- A postgraduate degree in a life/physical science or engineering related discipline;
- Experience of managing/using an online licensing or e-commerce platform.

How to apply

You can apply for this role via <https://bit.ly/2lix4bb> 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:

Emmanuel Oshodin, Penna Recruitment Consultant

Tel: +44 (0) 203 849 2695

Email: emmanuel.oshodin@penna.com

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.

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.

