Job Description – Manager, Enterprise and Research Commercialisation

Grade 7, 2 year fixed term contract
Walton Hall, Milton Keynes-based, with some travel

The Role

The post-holder will support the University's strategy of growing and sustaining a research and enterprise portfolio, working with academics to exploit research outputs, to generate income through commercialisation of research Intellectual Property (IP) assets and to develop new partnerships and research opportunities through industry engagement.

Key responsibilities

- To support activity relating to the exploitation of research IP to deliver the commercial potential of research outputs whilst managing potential risks to the University. This involves supporting exploitation of research IP in accordance with the OU’s Knowledge Exchange and Commercialisation (KEC) process
- To support the external activity relating to the promotion and commercialisation of research IP and be responsible for developing and maintaining partnerships with industry, charities and public bodies for technology transfer and knowledge exchange.
- To help build the enterprise capability within the OU leading to increased external income and a strong Knowledge Exchange Framework (KEF) return.
- To support the OU’s patent portfolio including management of patent budgets and relationship with patent agents, filing of patents and renewals, managing patent claims and their defence where necessary.
- To develop a thorough understanding of the OU research portfolio and communicate this to companies with a view to marketing and promoting the OU to increase external business opportunities and income.
- To maintain accurate records pertaining to OU IP and the KEC process to facilitate reporting (internal and external) and monitoring of KPIs.
- To identify customer’s needs, manage these relationships and manage their expectations.
- To undertake other duties, as directed by the line manager.
Person Specification

Skills and experience

Essential:

- Demonstrable experience of relevant management, business development and technical expertise for academic/industry collaboration.
- Knowledge of IP management and protection
- Excellent organisational and time management skills, including the capacity to prioritise competing demands and deliver to tight deadlines.
- Experience of working independently and as a member of an interdisciplinary team.
- Good oral and written communication in a variety of contexts, including the ability to offer and receive constructive criticism.
- Demonstration of a personal commitment to developing interpersonal skills, with an understanding of impact on individuals, respecting and valuing diversity.
- Excellent negotiation and influencing skills.