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 business led external research & innovation income (Innovate UK and KTPs) and through commercialisation of research Intellectual Property (IP) assets and to develop new partnerships and research opportunities through industry engagement.

Key responsibilities

• Manage the OU’s Knowledge Transfer Partnerships (KTP) programme. Activities include awareness raising, identifying and brokering industrial partnerships, liaising with regional KTP advisors, support application development and post-award management of projects.

• To support activity relating to the exploitation of research IP by identifying commercialisation opportunities across the OU and supporting staff through OU 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 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.
- Experience of developing and writing funding proposals.
- Experience of applying for the Knowledge Transfer Partnership (KTP) Scheme and/or managing KTP projects.
- 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.