



Job Description

Post: Intellectual Property Business Development Manager (BDM) – Maternity Cover (12 months FTC)

Employer: University of Birmingham Enterprise Ltd (UoBE)

Background to the role

The IP Team in UoBE handles the discovery, protection and commercialisation of IP generated by the University of Birmingham. The team includes 7 BDMs covering all aspects of science, technology and engineering, arts, humanities and the social sciences and the current vacancy is for a BDM who will focus primarily on ideas originating from the University's engineering and physical sciences based disciplines.

Key functions of the role:

- Actively engage with researchers in the University of Birmingham and identify outputs and ideas from existing research projects that might have potential for exploitation in the form of know-how and/or intellectual property (IP) or as 'Impact' case studies;
- Work closely with and support the other IP team members and members of other professional services teams across the University such as Enterprise Acceleration, Business Engagement, Research Support and Translational Research teams;
- Working closely with research and technical staff;
- Assess the commercial, financial, social, and reputational potential and patentability of any new inventions and take full personal responsibility for driving the development and management of a number of cases through their whole 'lifecycle' within their portfolio of IP opportunities;
- The role includes identifying and helping to obtain funds to support the development or translation of the research; understanding the market potential; understanding the needs of stakeholders; networking and connecting to identify commercial development partners; developing commercial interest; finding appropriate licensees; leading commercial negotiations; doing due diligence on potential development partners, establishing IP licences or other arrangements and monitoring royalty income; working with colleagues to develop spin-out companies and assisting with the creation of reputational benefit.
- In addition to the above, the post-holder will be expected to carry out other duties as reasonably required in accordance with the needs of University of Birmingham Enterprise Ltd.

Person Specification:

- First degree (BSc) or equivalent qualification and/or experience with and understanding of relevant technologies.
- A relevant second degree (MBA, MSc, PhD) can be advantageous;
- Experience in a university 'technology transfer' environment is helpful, as is an understanding of how UK universities operate and how the development of intellectual property is funded and delivered in a university environment; However, these are not essential and we will help develop those who are new to the University sector;
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- Evidence of experience and skill in the management, dissemination and exploitation of intellectual property, including commercial negotiations and drafting contracts is desirable but not essential;
- Good understanding of the patent process and experience in working with patent attorneys is desirable but not essential;

- Demonstrable ability to relate to, and work closely with, academic researchers or other scientific innovators of new ideas to develop new reputational and commercial opportunities;
- The ability to solve problems and take decisions relating to their portfolio of projects and escalating to more senior staff as appropriate;
- Able to prioritise and use judgement to progress projects with the greatest chance of making a significant financial, social or reputational impact;
- The ability and enthusiasm to network with other professionals outside the University;
- Be comfortable with making decisions in an environment where you do not have complete or perfect technical or market information;
- Strong team player with the ability to communicate complex subjects to a lay person;
- An appreciation of equality, diversity and inclusivity. The postholder will need to ensure that the team and our activities are as inclusive and accessible as possible.
- Good planning and organisation skills;
- Good IT and written and verbal skills, able to write concise and clear business cases, reports and management papers;
- Having sufficient skills and experience to take on, with appropriate support, more project and resource management would be an advantage.

The employment contract is for a full-time role but is on a temporary contract of 12 months in the first instance, to cover for maternity leave (however it is possible options for a longer term contract could develop over this period).

Our values and behaviours



Ambitious

We are confident in the University of Birmingham and project this globally. We are focused on our goals, are clear about our strengths, and pursue our own direction. We are bold and take intelligent risks.

Innovative

We enjoy being the first to do things. Inspired by our Birmingham heritage, we are resourceful, creative, grounded, and practical, and seek to make a real and positive difference to the world around us.

Open

We welcome colleagues, collaborators, and students from across the world to work and study with us. We are committed to academic freedom, freedom of speech, and equality of opportunity for all. We expect everyone to act with sensitivity, respect, and fairness.

Collaborative

The major changes facing our city, nation, and the world cannot be solved if we act alone. We enhance our research and education by pursuing creative partnerships within and beyond the university.

Responsible

We operate with transparency, trust, and respect. We value our role as an anchor institution for Birmingham. We strive to be an excellent employer, to reduce inequalities in access to education, and to place sustainability at the heart of our work.

Want to apply? Email a 2-page CV and a 1-page covering letter explaining why you would like to work for UoB Enterprise and showing how you meet the job criteria to: info@enterprise.bham.ac.uk. Please ensure your application reaches us by the closing deadline of 9am on Monday 22 May.