

Senior Commercialisation Manager - Engineering\Physical Sciences and Software

- **Unique opportunity to work across the commercialisation ecosystem from concept to deal closure**
- **Innovative and outcome-focussed positive team environment**
- **Competitive salary package including bonus plan**

About the company

QUT bluebox's mission is to enable QUT's staff, students and alumni to realise the social and commercial impact of their research, innovation and entrepreneurial spirit.

Founded in 2006 QUT bluebox Pty Ltd is QUT's innovation, venture and investment company. Our goal is to provide significant, long-term impact and value for QUT and the community. This includes translating QUT's research strengths into societal and economic outcomes and fostering a new generation of "Founders" and employers who build new industry and partnerships based on QUT capabilities, social initiatives and technologies.

QUT bluebox is powered by a high performing team of commercialisation, social impact and entrepreneurial experts and associated colleagues with a broad set of expertise and capabilities built from domestic and international experience. Based on QUT campus an important focus is to build positive relationships across the university community and into industry, the investment community and government.

About the role

QUT bluebox is seeking an innovative and experienced early stage commercialisation professional to manage commercial activities within key QUT schools covering various engineering disciplines, robotics, chemical processes, materials and software. You will be responsible for:

- managing relationships with key researchers and stakeholders;
- identifying, evaluating, managing and adding value to new and existing commercial opportunities based on QUT research outcomes and expertise;
- developing commercial strategies, new business opportunities, and relationships with industry;
- delivering commercial outcomes via intellectual property protection, licensing, investment programs and start-up companies as appropriate;
- fostering an entrepreneurial culture within specified catchments; and
- raising awareness and enhancing the skills of QUT staff and students regarding intellectual property and commercialisation matters.

This role will suit a client-focussed and forward-thinking individual with both the technical and commercial experience to engage and develop strong relationships with a range of senior internal and external stakeholders. It provides an opportunity to work within in a team of experienced commercialisation professionals from a range of industry and professional backgrounds.

Requirements:

- An engineering\physical science degree or equivalent demonstrable technical skills;
- Relevant industry experience;
- Experience in managing IP, technology-based projects and contracts including commercial negotiation, licensing and business development experience;
- Strong analytical skills and ability to rapidly acquire an understanding of complex subject matter;
- The ability to prioritise and manage concurrent projects and activities; excellent communication and relationship building skills;
- Understanding of University\research ecosystem environment & research fundamentals; and
- Experience or exposure to drafting legal contracts and agreements;

Formal business, or other relevant post graduate qualification or progress towards would be highly regarded.

A competitive salary package, including bonus plan, will be negotiated with the successful applicant.

To apply, please email your CV with a cover letter addressed to General Manager Commercial Operations at enquiries@qutbluebox.com.au

Applications close 22 July 2019