



ADVERT SUMMARY

SENIOR SPECIALIST: COMMERCIALISATION

RECRUITER : NORTH-WEST UNIVERSITY



REF: INSTO/IMDVC/IMTTI/JD/SENIOR SPECIALIST: COMMERCIALISATION/POTCHEFSTROOM/110719

ADVERT DETAILS

Recruiter:	North-West University	Updated on:	2019-07-17 00:00:00
Start Date:	2019-07-11	End Date:	2019-07-26
AA/EE:	Applicable	Contract	Permanent
Location:	Potchefstroom	Available:	As soon as possible
Category:	Office Support	Offer:	Market related
Reporting To:	Dr Janine Chantson, zzz_deprecated_ZZZ Instutional Office (Deprecated, DO NOT USE) / IM Deputy Vice-	Positions:	1
Division:	Chancellor: Research; Innovation; Technology / IM Technology Transfer and Innovation Support	Position Type:	Support

INTRODUCTION...

NORTH-WEST UNIVERSITY (POTCHEFSTROOM CAMPUS)

DVC: Research and Innovation

POSITION NUMBER: N000970

TECHNOLOGY TRANSFER AND INNOVATION SUPPORT

PEROMNES: 7

VACANCY: SENIOR SPECIALIST: COMMERCIALISATION

PERMANENT

Purpose of this position:

Dedicated and experienced commercialisation specialists are needed to improve the impact of the Technology Transfer and Innovation Support Office by identifying potential IP and commercialisation prospects, and by designing, structuring, and promoting the opportunities for exploration of such IP and commercialisation prospects. The incumbent will work closely with NWU researchers.

MINIMUM REQUIREMENTS...

- A Bachelor's Degree in Science or Engineering equivalent to NQF Level 7 is essential
- 5 Years' experience working in a technology commercialisation environment identifying and developing commercialisation opportunities based on IP, expertise and technology, and industry needs
- 5 Years' experience building and managing relationships and networks with role-players: researchers, entrepreneurs, industry, government and investors
- Experience in deal-structuring and negotiation
Knowledge of IPR Act and other relevant legislation in the IP/TT/Commercialisation space

Competency requirements:

- Negotiation
- New Business Development
- Proposal and/or business plan development and writing
- Problem solving
- Flexibility and adaptability
- Ability to interpret between different paradigms and disciplines
- Diplomacy/Relationship management Initiative

The following will be desirable:

- An MBA Degree equivalent to NQF Level 9 is desirable
A Master's Degree in Science or Engineering equivalent to NQF Level 9 is desirable

JOB SPECIFICATION...

- Scouting for potential intellectual property (IP) with commercialisation prospects, advising researchers on IP protection and opportunities for commercialization
- Performing competitive analyses and market research
- Finding industry partners with whom new products and solutions can be developed
- Fund-raising for innovation projects
- Developing strategies on commercialisation technology and route to market approach
- Identifying and approaching potential commercialisation partners nationally and internationally
- Performing high-level due-diligence exercises
- Negotiating license agreements
- Valuing IP
- Developing business plans, assisting with business development and incubation of spin-outs
- Serve as director in companies where the NWU has an interest
- Pursuing opportunities where the NWU can derive a third stream income.

Enquiries: Dr Janine Chantson, 018 299 4923
Remuneration: Market Related
Closing date: 26 July 2019
Assumption of Duties: As soon as possible
To apply: Please visit our website, www.nwu.ac.za/vacancies (<span title=

The University subscribes to and applies the principles of the Employment Equity Act, and is committed to transformation. The University reserves the right not to make an appointment. If you have not been contacted within two months after the closing date of this advertisement, please accept that your application was unsuccessful.

Please note: you are logged in as an HR user and therefore can't apply for this position.