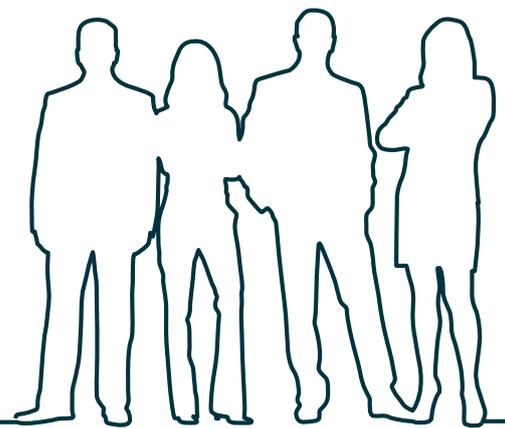


Careers at UCLB

Candidate information pack



Introduction to UCL Business



Anne Lane, CEO

I am delighted that you're interested in working at UCL Business Ltd (UCLB). As CEO, I am proud to work alongside such a talented, dedicated and diverse team, who are supporting the commercialisation of technologies that make a positive societal change.

UCL, as one of the leading universities in the UK for teaching and research, recognises the need to translate its exceptional research into commercial development for positive social and economic benefit. UCLB is the company charged with the responsibility for creating business partnerships, including spinout companies, licences, research collaborations and other similar transactional activity.

UCLB is recognised as a leading technology commercialisation company within the UK, and has an impressive and successful track record of creating licences and spinouts for more than 25 years. We are unique within the UK by being an independent, financially self-sufficient company with a strong history of making significant profits for UCL. The company relies on its experienced staff and we strive to create the maximum number of opportunities for technology growth.

We encourage an environment of enthusiastic involvement and entrepreneurship and we aim to attract people who are talented, motivated and interested in working here, where they can make a useful contribution – both as individuals and as part of the UCLB team.

We want everyone to be able to achieve their best work and for this to be an open, happy and productive environment so that the company can truly succeed.

Introduction to Physical Sciences and Engineering at UCLB



Steven Schooling, Director of Physical Sciences & Engineering

The Physical Sciences and Engineering (PS&E) Team at UCLB work with UCL researchers from across the university's diverse non-biomedical faculties to translate early-stage innovations into outcomes that fulfil unmet market needs.

It is an activity that is both challenging and highly stimulating, as we seek to chart a pathway to commercialisation for early-stage innovations, in areas ranging from artificial intelligence, to clean technologies and medical devices. However, it is also an area where UCLB has significant success, for example, the summer of 2021 saw the acquisitions of Senceive and Satalia, both UCL spinout companies that benefited from significant UCLB support during their commercialisation journey.

With an even greater focus on UK universities generating societal and economic impacts from their research base, joining the PS&E Team at UCLB offers a highly rewarding opportunity to be involved in developing the next generation of innovations from the UCL research base that can unlock significant income and impact endpoints.

Board of Directors

Chief Executive
Officer

Physical Sciences &
Engineering

BioPharm

Operations

Business Portfolio
Management

Legal Affairs

Finance

Senior Business Manager

About the opportunity:

After a summer of significant UCLB success which has seen the acquisition of Senceive and Satalia, spinout companies which both originated from UCL's Engineering faculty, UCLB are looking to recruit a Senior Business Manager to the Physical Science & Engineering team to help identify and develop the next generation of spinout and licensing opportunities. The ideal candidate will have a passion and track record in early stage IP identification and commercialisation, as you will be shaping the next generation of projects arising from departments such as Electronic & Electrical Engineering and the London Centre for Nanotechnology.

What you need to have:

- Passion for enterprise.
- Track record in early stage IP identification and commercialisation.
- Proactive in identifying new innovations.
- Personable approach.
- A hands-on, can-do attitude.

Job Description

Job Purpose:

This post is a key position within UCLB and is expected to play a significant role in initiating and maintaining an effective commercialisation strategy both internally and externally. The post holder will be responsible for the Knowledge Transfer (KT) activity of the designated research with the objective of satisfying key impact and income related performance indicators.

Duties and Responsibilities:

Relationships and Collaborations

- Establishing and maintaining links with relevant academic departments.
- Liaise with academic managers to identify, develop and promote the services provided by the departments for research and development, consultancy and technology transfer whilst monitoring and evaluating the quality of services provided.
- Encourage flow of potential commercial technologies.
- Responsible for co-ordinating the commercial activities within the designated research area.
- Develop and maintain relationships with commercial organisations, promoting the commercial activities.
- Improve and develop collaboration between UCL and clients and develop business networks.
- Enhance the presence of UCLB in the commercial sector.
- Promote the profile and reputation of UCLB with academics throughout UCL.

IP Management

- Identify and assess scientific and market feasibility of new technologies and initiate patent protection.
- Identify and approach potential licensing partners and negotiate terms.
- Administer patent prosecution and maintenance, liaising with the inventor and patent attorney.

- Identify those technologies which would be synergistic if developed as a group, and which answer unmet market needs, and bring the relevant academics together to enhance the technology package.
- Liaise with UCLB's Legal Affairs team in areas such as the provision of Confidentiality Agreements for relevant Departments/Institutes and provide IP advice.

Commercialisation

- Determine and execute commercialisation strategies for emerging UCL IP and technologies.
- Market Assessment Activities including primary and secondary market research.
- Prepare technology brief for circulation through web sites, email and direct posting to potential licensees as soon as technology can be disclosed.
- Lead negotiations and finalise all necessary agreements to license the technology, including evaluations, options and licences.
- Explore and where appropriate develop new commercialisation initiatives.

Spinout Opportunities

- Advise company founders on business plan construction and strategic direction. This will include activities such as identification of potential customers for the spinout company's products/services, determining a clear route to market.
- Prepare materials for presentation of spinout company business case to relevant UCLB's directors and UCLB board (if investment being sought).
- Assist in development of full business plan suitable for fund-raising and assist where required in identification of potential investors.

Person Specification

Essential criteria:

- Appropriate and relevant first degree in an Engineering or Physical Sciences discipline.
- Comprehensive experience of working in a demanding and relevant technology commercialisation environment. Can demonstrate that they have the ability to command the confidence of all those reliant on the effective delivery.
- Extensive experience of technology/opportunity assessment in the advanced materials and clean technologies sectors with demonstrable results. Also practical experience in the legal and technical aspects of contract, collaboration, licensing and corporate agreements in this sector.
- Ability and experience of handling a challenging role with confidence, demonstrating initiative, self-motivation and attention to detail.
- Ability to demonstrate excellent organisation skills, being able to prioritise work and meet deadlines, and work independently without undue supervision.
- Experience and proven ability in preparing and presenting reports that are clear, concise, accurate and appropriate for a diverse audience verbally and in writing.
- Able to handle numerous projects simultaneously, whilst also enjoying an energetic working environment.
- Excellent IT skills (Microsoft Word, Excel, PowerPoint, web searching).
- Personable and proactive with experience of contract management and ability to demonstrate negotiation and influencing skills with a wide range of stakeholders.
- Excellent liaison and negotiation skills with the ability to respond appropriately, confidently and sensitively in relation to academic and commercial partners/clients.
- Strong interpersonal skills with an ability to communicate confidently, intelligently and effectively with academic staff, all levels of management and companies.
- Ability to work as part of a team.

Desirable criteria:

- Suitable professional qualifications or equivalent experience, preferably in project management or management.
- Post-graduate qualification in an Engineering or Physical Sciences discipline.
- Experience of grant funding of projects and knowledge of academic funding sources.
- A flexible approach to tasks and hours of work.

What we offer



Salary

The salary range is £50,000 - £65,000 depending on qualifications and experience. We operate a performance related pay (PRP) scheme under which employees can achieve up to a further 10% of gross annual salary based on agreed targets, both personal and company based.



Hours of Work and Flexible Working

The normal hours of work are 35 hours per week. Hybrid working applies to this role, we offer you the flexibility to choose where you work with a minimum of two days per week in the office.



Pension

We operate two defined benefit pension schemes - SAUL for new employees and USS for any employee joining within one month of leaving the USS scheme.



Holidays

We have a generous annual leave entitlement of 25 days a year plus public holidays and a further 6 days leave spread over Christmas and Easter. You can also buy up to an additional 5 days holiday each year.



Health and Wellbeing

Your wellbeing is important to us. We have Wellbeing Champions, a confidential employee assistance programme, cycle and season ticket loans, fruit in the office, discounted gym memberships and we will pay for the cost of your eye test. In addition, you are able to access voluntary healthcare schemes offered by UCL.



Learning and Development

We support continual personal and professional development by supporting in-house and external training and covering the cost of professional subscriptions and memberships.



Other Benefits

Access to discounts, employee savings scheme, enhanced parental leave pay, summer and Christmas events along with regular social activities.

How to apply

If you would like to apply for the role, please visit the following link: **Online Recruitment**

Applicants will be shortlisted based on the extent to which they meet the competencies required for the role via their application. In your application statement you will be expected to succinctly explain how you meet each of the key requirements for this role, giving examples that clearly demonstrate your skills, knowledge and experience.

If you have any questions regarding the application process, please email Danielle Gouldson at jobs@uclb.com.

The closing date for applications is 5 December 2021.

Please note we will disregard any applications which do not contain a completed statement and CV. You are advised to submit your application as soon as possible as we reserve the right to close the advertisement once we have received sufficient applications.

Only shortlisted candidates selected for interview will be contacted on or before 8 December 2021.