





# Introduction to BioPharm at UCLB



## Richard Fagan, Director of BioPharm

As Director of BioPharm I oversee the commercialisation of intellectual property arising from UCL academics' life and medical sciences research, bringing them from early-stage innovations to commercial products which ultimately benefit patients worldwide.

In joining this team, you will work with people who have a broad range of knowledge and expertise, who are helping bring clinically meaningful products to market. We build relationships with UCL academics, identifying and facilitating the commercialisation of their research. This could be through a direct license to a commercial third party, or through set-up and funding of a spinout company in collaboration with our network of VCs. Technology transfer is at times, challenging, but seeing an innovation improve diagnoses and treatments, and make a difference to patients is incredibly rewarding.

We are a supportive and successful team who look forward to welcoming another member.



# Business Manager

## **About the opportunity:**

We are seeking to recruit either an Associate Business Manager or Business Manager to join the BioPharm team, who will be responsible for the technology transfer activities of The Royal Free Hospital and the UCL Division of Medicine.

The postholder will be required to work closely with academics and clinicians in identifying wide ranging novel technologies, enable development of the technologies and ultimately commercialisation of them at the interface of academia, healthcare and industry.

This is an opportunity to be involved in the complete development and commercialisation pathway in a dynamic technology transfer environment.

## **What you need to have:**

You will need to be able to demonstrate a strong grounding in a biological or medical related discipline, preferably to a PhD level, together with commercial experience and an excellent grasp of intellectual property issues.

Previous technology transfer experience within the NHS is desirable but not essential.

You will be highly motivated and enthusiastic, with excellent communication and organisational skills.

# Job Description

## **Job Purpose:**

Establish and maintain links with relevant academic departments and institutions; engaging with academics to promote the profile and reputation of UCLB.

Identify, develop and promote the services provided by UCL for contract and collaborative research.

## **Duties and Responsibilities:**

- Identification and assessment of the scientific and market feasibility of new technologies emerging from biomedical related research areas at UCL.
- Assist in the protection and downstream management of IP through formal registration procedures.
- Work with the Legal Affairs team to ensure necessary agreements are in place.
- Working with a Senior Business Manager, complete revenue sharing and assignment documents, and negotiate revenue sharing with other academic institutions in the case of collaborative inventions.
- Identify those technologies which would be suitable for further development in-house through the use of various funds.
- Provide IP advice to both academics and to UCL's Contract Research Office.
- Working with a Senior Business manager, determine and execute commercialisation strategies for emerging UCL IP and technologies for licensing and spinout opportunities.
- Market assessment activities including primary and secondary market research.
- Working with a Senior Business Manager or Director, negotiate all necessary agreements to license the technology.
- Ensure performance of licensees, and monitor progress, with audits where necessary.
- For spinout activity working with a Senior Business Manager or Director, advise academic company founders.

# Person Specification

## Essential criteria:

- PhD (or equivalent) in a scientific or healthcare discipline, ideally oncology/technology-related and appropriate and relevant first degree.
- Experience of working in a demanding environment, either academia or industry.
- Ability to handle numerous projects simultaneously.
- Excellent IT skills (Microsoft word, Excel, PowerPoint).
- Comprehensive experience in translating discovery research and pre-clinical science.
- Experience and proven ability in preparing & presenting reports.
- Ability and experience of handling a challenging role with confidence, demonstrating initiative, self-motivation and attention to detail.
- Ability to demonstrate excellent organisation skills, able to prioritise work, meet deadlines, and work independently without undue supervision.
- Personable and proactive with experience of contract management and ability to demonstrate negotiation and influencing skills.
- Excellent liaison and negotiation skills with the ability to respond appropriately, confidently and sensitively.
- Strong interpersonal skills with an ability to communicate confidently, intelligently and effectively.

## Desirable criteria:

- A working knowledge and experience of the patent filing and prosecution process.
- Experience of technology/opportunity assessment and marketing, as well as the legal and technical aspects of agreements.
- Experience of technology transfer within the NHS.
- Knowledge and awareness of oncology drug/technology discovery, IP protection and development and associated science.
- A flexible approach to tasks and hours of work.

## What we offer



### Salary

The salary range is £43,000 to £50,000 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: <https://bit.ly/3pHZWbE>

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](mailto:jobs@uclb.com).

The closing date for applications is 20 February 2022.

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 25 February 2022.