

Careers at UCLB

Senior Business Manager 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 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.

Board of Directors

Chief Executive
Officer

Physical Sciences &
Engineering

BioPharm

Operations

Business Portfolio
Management

Legal Affairs

Finance

Senior Business Manager

About the opportunity:

We are looking to recruit a Senior Business Manager to join the BioPharm team, who will be responsible for the technology transfer activities of GOSH/ICH and the UCL Cancer Institute.

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

This is an exciting, highly dynamic role which is differentiated from most other technology transfer business manager roles. UCLB recently raised two investment funds: the UCL Technology Fund and the Apollo Therapeutics Fund. The successful applicant will be expected to work closely with both funds.

What you need to have:

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

Previous technology transfer experience is desirable. You will be highly motivated and enthusiastic, with excellent negotiation, 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 through various communication methods to ensure a flow of commercially viable technologies.

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 in these areas through formal registration procedures such as patent applications, registered designs and trademarks.
- Ensure necessary agreements are in place for appropriate transfer of IP, both background and future, into spinout companies and/or licensing arrangement.
- Identify those technologies which would be suitable for further development in-house at UCL/UCLB through the use of UCLB funds and/or translational funding through government and charitable funding bodies.
- Act as line manager for nominated Business Manager post(s), as appropriate, responsible for training, mentoring and offering guidance as required. Contribute to annual appraisals and staff reviews.
- 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.
- Negotiate all necessary agreements to license the technology, including evaluations, options and licences Identify and approach potential licensing partners and negotiate terms.

Person Specification

Essential criteria:

- PhD in a biological science subject or a higher degree in a biomedical subject ideally followed by an MBA.
- Comprehensive experience of working in a demanding environment, either academia or industry.
- Extensive experience of technology/opportunity assessment, marketing and licensing, as well as legal and technical aspects of contract, collaboration, licensing and corporate agreements. This needs to be evidenced through a deal sheet.
- An extensive network in the pharmaceutical and biotech industry, gained through experience working in or with the sector.
- Able to demonstrate the ability to handle numerous projects simultaneously while also enjoying an energetic working environment.
- Relevant research experience including understanding of research methods and principles gained through a PhD.
- Experience of grant funding of projects and knowledge of academic funding sources.
- Excellent IT skills (Microsoft word, Excel, PowerPoint, Web searching)
- Experience and proven ability in preparing and presenting reports that are clear, concise, accurate and appropriate for a diverse audience verbally and in writing.
- 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.
- 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.
- Proven track record in deal negotiation.
- Ability to work as part of a team.

Desirable criteria:

- Experience in setting up spin-out companies in the bio-medical area.
- A flexible approach to tasks, travel and hours of work.

What we offer



Salary

The salary range is £53,000 to £63,000 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**](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 6 February 2022.

Please note we will disregard any applications which do not contain a completed statement and CV. When attaching your CV please enclose a deal sheet. 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 14 February 2022.