



External Vacancy

FACULTY: South Gauteng Science & Technology Park Technology Transfer & Innovation	DEPARTMENT: Technology Transfer and Innovation
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POST: Commercialisation Manager (Fixed Term Appointment – 3 years)	Post No : 7474 Peromnes level (06)
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JOB DESCRIPTION:

The incumbent will be required to: {KPA'S}

STAKEHOLDER MANAGEMENT:

- Establish a collaboration network between Industries, Technology Transfer Office and the Community.
- Develop and maintain relationships with Faculty Researchers and Students.
- Source opportunities for alignment of industry and create national and international partnerships.

PROJECT ASSESSMENT:

- Conduct market and industry analysis for assessing the commercial potential of VUT IP.
- Assess the commercial viability of the invention / innovations disclosed to the Technology Transfer Office.
- Draft commercialisation strategy for the chosen inventions / innovation from proof of concept to market ready products.

PORTFOLIO MANAGEMENT:

- Continuous engagement with researchers and students in order to increase the University's commercialisation portfolio.
- Publicise the institutions IP Portfolio to prospective partners with the view of marketing.
- Keep in touch with industry trends in order to identify, facilitate and leverage specific commercialisation opportunities of the institutions IP (include licensing and proposals / business plans for funding of new venture creation).

SOURCE FUNDING:

- Scan opportunities for funding of commercialisation ventures.
- Assist in driving processes around funding mechanisms including development of funding proposals, interacting with funding agencies, manage researchers and funding.
- Organise campus visits for investors with the view of sourcing funds for the institutions IP.

REGULATORY COMPLIANCE & RISK MANAGEMENT:

- Report all Technology Transfer Office activities to NIPMO as required by the IPR Act.
- Assist in capturing disclosed inventions on the institutions Invention Disclosure Form.
- Create a database of all IP commercialisation transactions (e.g. licensing, royalties) for the institution.

BUDGET:

- Manage the IP commercialisation budget process.
- Generate IP commercialisation financial reports for submission to management.
- Review IP commercialisation operating budget periodically and analysis trends affecting budget needs.

Applicants are required to indicate on their CV's or applications to what extent their qualifications and experience meet the application criteria listed below for the position as set out above. Short-listed candidates may be required to give a practical demonstration of specific skills required for the position.

Application Criteria:

Qualification/Experience:

- An Honours or B Tech Degree in Science, Engineering or Commerce.
- A relevant Master's Degree and / or a Commercial qualification (MBA) will be an added advantage.
- Minimum of three (3) to five (5) years working experience.
- Project Management and Commercialisation experience will be an added advantage.
- Broad grasp of technical and technological concepts.
- Ability to translate research ideas into funding proposals with an understanding of the potential commercialisation outcomes.
- Knowledge and understanding of South African and International patenting processes will be an added advantage.
- Knowledge and understanding of South African policy landscape relating to research, innovation systems, science and technology and intellectual property commercialisation will be an added advantage.

Skills:

- Excellent communication skills (verbal and written), relationship building skills, strong team builder skills, problem solving skills, operational direction setting skills, entrepreneurial thinking and understanding skills, project management skills, people management skills, liaison skills and ability to apply discretion and latitude.

Closing date for applications: 24 November 2017

Closing date for applications: Submit CV by hand to Ms C Titus at B103 or e-mailed to carment@vut.ac.za. **Please Note: The application must be accompanied by a CV, identity document and ORIGINAL certified copies (not older than 3 months) of educational qualifications. Submission of such copies entitles Vaal University of Technology to authenticate the qualifications without any further consent from the applicant. Candidates with foreign qualifications must also submit the South African equivalent of the qualification. These qualifications are evaluated by SAQA. Vaal University of Technology is an equal opportunity and affirmative action employer, which is committed to the implementation of its employment equity plan. Therefore people from designated groups are encouraged to apply. If you are not contacted within three weeks after the closing date, please accept that your application was unsuccessful.**