

We are hiring...

We are hiring two **Innovation Brokers** to help foster the relationship between business and academia supporting the delivery of a new EU funded Inter-Region R&I Programme with Catalyst Inc.

The Project will result in the creation of an Advanced Manufacturing super cluster combining the collective and complementary strengths of the academic and industrial partnerships.

The Project will involve the deployment of Advanced Manufacturing technologies (Sustainable Manufacturing; Advanced Polymers; Additive Manufacturing and Nano Manufacturing) to enable Health & Life Sciences companies to develop new products and processes; thus strengthening the Regional economy.

This project is supported by the EU's INTERREG VA Programme, managed by the Special EU Programmes Body (SEUPB).

Key Information

- Fixed term up to four year contract
- Full time – alternative patterns of work may be considered
- Attendance at occasional evening and weekend events
- Salary up to maximum of £54,000 per annum to include generous benefits package
- Main base will be at the Innovation Centre, Belfast
- Reporting to Director of Finance, Catalyst Inc
- Some travel across the region covered by the programme – NI, Western Scotland and the Border Region of Ireland
- Apply by application form only
- **Closing date – 12noon on Monday, 6th November 2017**

The Role

The Role of the Innovation Broker is responsible for driving the concrete commercial outcomes from academic and industrial partnerships across the regional Health & Life Sciences Sector.

Objective

1. To manage and take responsibility for commercialising the project research and IP portfolio in terms of regional economic impact.

Functions

1. Provide leadership in identifying, planning and implementing strategic engagements with key commercial partners. This will entail the establishment of new relationships and growing interactions with existing business partners.
2. Devise strategies and develop opportunities to enhance and deepen commercial engagement.
3. To broker effective and mutually beneficial contractual relationships between industry and academics within the Regional Health & Life Sciences sector.
4. To perform extensive market analysis to explore market and product development opportunities for the research being undertaken within the Centre.
5. To work closely with Research Directors to identify major opportunities for the industrial and commercial exploitation of research outputs including the IP portfolio consistent within its longer term research objectives.
6. To develop new business models, mechanisms and contracts to ensure the rapid and smooth transfer of new knowledge and expertise to industry and / or relevant agencies.
7. To support the exploitation route in terms of licensing deals, company spin-off, knowledge transfer partnership and proof of concept programmes.
8. Work with the Research Directors and Industrial Partners to disseminate the results of the research as widely as possible.
9. Ensure the research undertaken remains commercially relevant throughout the process.
10. To lead the development and preparation of KPI metrics and reports (in liaison with the Research Directors), to all key stakeholders.
11. To liaise closely with the Research and Enterprise Directorates of all academic partners on all major commercial and contractual matters.
12. Undertaking any other reasonable duties which fall within the remit of this role.

Person Specification

Areas to be assessed	Essential	Desirable
Qualifications	<ul style="list-style-type: none"> Educated to degree level in business, engineering, law or related field 	<ul style="list-style-type: none"> Post graduate qualification
Experience/knowledge	<ul style="list-style-type: none"> Demonstrable track record of experience and expertise in the successful management and exploitation of research Demonstrable track record in fostering strategic partnerships and engagements with industry, universities, research institutions and government departments and agencies Significant experience of working at a senior level in an innovative, high tech business environment (five years minimum) Experience of successfully marketing and selling technology based services and IP including successfully conducting relevant commercial and legal negotiations Successful negotiation of collaborative R&I contracts 	<ul style="list-style-type: none"> Experience of Health and Life Sciences or Advanced Manufacturing sectors Extensive contact list within UK and International networks
Skills/qualities	<ul style="list-style-type: none"> Excellent business networking skills Strong commercial acumen Knowledge of innovation processes Excellent communication skills Excellent analytical thinking and problem solving skills A proven team player Highly organised and self-motivated Highly competent in Microsoft Office, e.g. Word, PowerPoint, Excel 	
Special requirements	<ul style="list-style-type: none"> Proof of right to work in the UK On occasions to work evenings and weekends for events Full current driving licence (valid in the UK) and access to a car or *access to a form of transport which will permit the applicant to carry out the duties of the post in full 	

Criteria may be enhanced to aid shortlisting.

Exceptional candidates who do not meet the criteria may be considered for the role provided they have the necessary skills and experience.

*This relates only to any person who had declared that they have a disability, which debars them from driving.