

# ABOUT US

We are Wellington UniVentures - Victoria University of Wellington's commercialisation office.

As part of the university, Wellington UniVentures aims to be the acknowledged leader in successfully taking Wellington's knowledge to the world. We are deeply connected to the University's research, converting it into valuable outcomes and capabilities that sustainably grow our region and change lives. We're proud that this is an exciting place to work and we are looking someone who has the vitality and attitude to join us on our journey.

Wellington UniVentures has experienced strong growth and has consistently demonstrated success in the provision of commercialisation, consultancy services and applied research stemming from the intellectual property of the University. There is a strong foundation of capability and a culture of collaboration.

In return for your experience, Wellington UniVentures can offer you fantastic benefits such as access to a wide variety of workshops for you to continue to learn and develop, subsidised onsite gym membership, free fantastic health and wellbeing events, and extra annual leave days.

If this role sounds like you and you're interested in joining a small, collaborative and busy team, please apply now with a cover letter and your CV – we'd love to hear from you right away!

## MORE INFORMATION

Find out more about working at Wellington UniVentures, contact our HR Manager.

E: [anna.dufresne@wellingtonuniventures.nz](mailto:anna.dufresne@wellingtonuniventures.nz)



# SENIOR COMMERCIALISATION MANAGER

## PERMANENT, FULL-TIME

**JOB OVERVIEW:** Looking for a role where you can make a difference? We are looking for a full-time, permanent Senior Commercialisation Manager within the field of advanced materials and engineering that can help us with the commercialisation of IP and applied research.

### THE ROLE

The Senior Commercialisation Manager, will promote the development of commercially valuable intellectual property at the University, through identifying commercial IP and cost-effective commercialisation paths. This includes managing the implementation of these commercialisation pathways, and where required the ongoing profitable oversight of these business units. Responsibilities will include:

- Management and new business development in the commercialisation of IP in the advanced materials and engineering portfolio
- Working across the whole IP commercialisation process, from identifying opportunities, evaluation of ideas, assessment, business planning and commercial negotiation
- Educating and inspiring academics, researchers, and students regarding commercialisation opportunities and benefits
- Proactively developing relationships in the advanced materials and engineering sector, and with relevant businesses, government agencies and investors locally and internationally
- Ongoing management of existing programmes and supporting the

delivery of contracted commercialisation services as required

- Working collaboratively with key stakeholders to execute initiatives, provide progress reporting and protect IP.

### YOUR EXPERIENCE

To be successful you will require outstanding communication, collaboration and engagement skills, and the ability to build constructive relationships with a diverse range of stakeholders. You will understand commercial and environmental factors, trends and matters that impact on business, as well as emerging directions, disruptions, and challenges. Some experience developing business models for early-stage businesses, not for profits or product and service commercialisation activity would be ideal. You may have had experience in commercial deals, such as securing investment or funding, or the licensing of tech or IP or similar. Strong instincts around business case development, negotiation and commercial acumen are essential, as is your ability to operate effectively in the nexus between academia/research and business. Relevant tertiary qualifications are essential. You can find the role description [here](#) and apply for the role [here](#).