

SENIOR COMMERCIALISATION MANAGER

PERMANENT, FULL TIME

JOB OVERVIEW: With a focus on the commercialisation of intellectual property within advanced materials and engineering, combined with an environmental focus leading to sustainable outcomes, the Senior Commercialisation Manager plays an important role for Wellington UniVentures with involvement across the whole IP commercialisation process. This includes identifying and promoting commercially valuable IP developed by staff and students at the University, identifying viable and cost effective commercialisation paths for the IP, managing the implementation, and the ongoing profitable management of internal business units as required. This role also undertakes strategic business development work to increase consulting and applied research activity stemming from Wellington UniVentures' IP.

KŌRERO MŌ TE TŪRANGA - ABOUT THE ROLE

Our Senior Commercialisation is a critical member of the broader Wellington UniVentures team, with key responsibilities spanning the areas of opportunity identification and promotion of Wellington UniVentures' activities and commercialisation. This involves the key areas such as:

- Educating and inspiring academics, researchers and students in advanced materials and engineering of the personal and professional benefits of commercialising innovation with the advice and support of Wellington UniVentures
- Evaluating ideas arising from VUW staff and postgraduate research students within advanced materials and engineering (and more broadly as required) and assess their potential for development into collaborative projects, licensing agreements or business ventures.
- Negotiating commercialisation deals from Wellington UniVentures' IP pipeline including licensing, commercial contracts, business units and start up investments.
- Maintaining excellent working relationships with Victoria University of Wellington faculty and academics to promote engagement with Wellington UniVentures, develop invention disclosure

opportunities and increase their commercial acumen.

Ō PŪMANAWA - ABOUT YOU

Our perfect person will have some or all of the following education, experience and knowledge:

- Graduate qualification in a relevant area of study such as advanced materials, engineering, arts, law, business.
- Experience in the development of business models for early stage businesses, not-for-profits or product/service commercialisation activity.
- Experience closing commercial deals
- Industry experience in advanced materials and engineering, or a government agency, not for profit or business delivering services based upon research from advanced materials/engineering preferably where the outputs of this activity was on-charged to a client or otherwise commercialised.
- Experience in contract negotiation.
- Demonstrated ability to understand complex programmes and interpret their application in a commercial environment.
- Demonstrated ability to maintain effective relationships with stakeholders, both internally and externally.



Mō Te Paewai - About Us

We are Wellington UniVentures and we're responsible for creating new ventures from Te Herenga Waka—Victoria University of Wellington's research.

Building on our purpose—to lift lives everywhere with knowledge—Wellington UniVentures works with our University innovators to shape their research into initiatives that create impact. We do this by connecting them with partners, industry and investors to enable the growth and development of their idea or invention. With time, development and Wellington UniVentures' support, these ideas can become life changing initiatives focused on solving problems and building stronger societies.

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

Please find the role description [here](#).

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!



We are committed to ensuring the health, safety and wellbeing of all our staff and contractors. As part of our broader COVID-19 management strategy and to further protect the wellbeing of our staff, customers and partners from COVID-19, we support and encourage all our staff to be vaccinated. If you have any concerns or questions about this, please talk to us.

Wellington UniVentures is committed to providing a working environment that embraces, values and reflects the diversity of the community it serves.

MORE INFORMATION

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

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