



Position Description – Manager, IP & Commercialisation

Position Details

Position Title: Manager, IP & Commercialisation

Position Number:

College/Portfolio: Research & Innovation Portfolio

School/Group: Research Partnerships and Translation

Campus Location: Based at the City campus, however may be required to work and/or be based at other campuses of the University

Classification: HEW 9 (Salary Schedule: <https://www.rmit.edu.au/staff/my-employment/pay- and-leave/salary-andpayments/salary-schedules/professional-staff- salary-schedule#full>)

Employment Type: Continuing

Time Fraction: 1.0

RMIT University

RMIT is a multi-sector university of technology, design and enterprise with more than 96,000 students and close to 10,000 staff globally. The University's mission is to help shape the world through research, innovation and engagement, and to create transformative experiences for students to prepare them for life and work.

<https://www.rmit.edu.au/about>

<https://www.universitiesaustralia.edu.au/university/rmit-university/>

Our three main campuses in Melbourne are located in the heart of the City, Brunswick and Bundoora. Other locations include Point Cook, Hamilton and Bendigo, two campuses in Vietnam (Hanoi and Ho Chi Minh City) and a centre in Barcelona, Spain. RMIT is a truly global university.

<https://www.rmit.edu.au/about/our-locations-and-facilities>

We are also committed to redefining our relationship in working with, and supporting, Indigenous self-determination. Our goal is to achieve lasting transformation by maturing our values, culture, policy and structures in a way that embeds reconciliation in everything we do. We are changing our ways of knowing,

working and being to support sustainable reconciliation and activate a relationship between Indigenous and non-Indigenous staff, students and community. Our three campuses in Melbourne (City, Brunswick and Bundoora campuses) are located on the unceded lands of the people of the Woi Wurrung and Boon Wurrung language groups of the eastern Kulin Nation.

Why work at RMIT University

Our people make everything at the University possible. We encourage new approaches to work and learning, stimulating change to drive positive impact. Find out more about working at RMIT University, what we stand for and why we are an Employer of Choice.

<https://www.rmit.edu.au/careers>

We want to attract those who will make a difference. View RMIT's impressive standings in university rankings.

<https://www.rmit.edu.au/about/facts-figures/reputation-and-rankings>

Research and Innovation Portfolio

RMIT's Research and Innovation Portfolio supports researchers to help shape the world. The portfolio has an engaged, energetic, talented and collaborative team focused on enabling excellent research and innovation outcomes. With a global presence, community and industry connections, we support cutting edge research and careers that make a positive impact on communities.

The Research and Innovation Portfolio supports researchers and graduate researchers with research partnerships, grants and research contracts, funding opportunities, capability development, research training, ethics and integrity, intellectual property, commercialisation, internships, communication and profile. Find out more about research and innovation at RMIT University and the Research and Innovation Portfolio at: <http://www.rmit.edu.au/research/>

Research Partnerships and Translation

Part of the Research and Innovation Portfolio, Research Partnerships and Translation supports and enables researchers to partner to achieve excellent research translation outcomes. Research Partnerships and Translation also oversees intellectual property capture, protection and translation/commercialisation for the university.

Position Summary

Working as part of the IP and Commercialisation team, the *Manager, IP & Commercialisation* is responsible for identifying and assessing research outcomes/IP and developing and implementing IP/commercialisation strategies to enable the effective translation/commercialisation of IP/research outcomes from research activities conducted across RMIT. The position will also provide expert advice, instruction and coaching to researchers on IP and commercialisation matters.

The *Manager, IP & Commercialisation* is responsible for building and maintaining strong networks - internally with Research Colleges and Schools and Research and Innovation units and externally with industry partners, venture/investment groups and other stakeholders in the evolving innovation ecosystem. The position will work closely with the Research Partnerships and Major Research Initiatives functions, as well as other key stakeholders in R&I Portfolio to support effective translation of new major research outcomes across the University.

The *Manager, IP & Commercialisation* will also support the development, implementation and reporting of metrics in line with the University's Knowledge with Action strategy.

Reporting Line

Reports to: Associate Director, IP Commercialisation & Translation

Direct reports: 0

Organisational Accountabilities

RMIT University is committed to the health, safety and wellbeing of its staff. RMIT and its staff must comply with a range of statutory requirements, including equal opportunity, occupational health and safety, privacy and trade practice. RMIT also expects staff to comply with its policy and procedures, which relate to statutory requirements and our ways of working.

RMIT is committed to providing a safe environment for children and young people in our community. Read about our commitment and child safe practices. <https://www.rmit.edu.au/about/our-locations-and-facilities/facilities/safety-security/child-safety>.

Appointees are accountable for completing training on these matters and ensuring their knowledge and the knowledge of their staff is up to date.

Key Accountabilities

- As part of the Intellectual Property (IP) and Commercialisation team, manage the commercialisation and translation of the Intellectual Property, in line with the University's Research Translation and Commercialisation strategy and the Intellectual Property plan.
- Manage and support the identification and evaluation of ideas, research and technologies developed through RMIT research, develop and implement translation and/or commercialisation plans for RMIT owned IP and drive commercialisation opportunities forward, ensuring delivery to timescales and milestones, and effective and transparent governance.
- Provide translation/commercialisation strategy guidance and expertise into translation funding applications such as Australian Economic Accelerator (AEA) schemes and schemes out of the Medical Research Future Fund (MRFF) such as the Targeted Translation Research Accelerator (TTRA) and Cureator+ programs.
- Strengthen the intellectual property and translation skills and capability of internal stakeholders through delivering education and training programs, including high level IP and commercialisation skills.
- Negotiate translation and/or commercialisation terms including preparation of terms sheets, license terms and conducting due diligence.
- Help to report on the outputs and impact of research projects, including preparing proposals, briefing papers and reports and developing innovative communication techniques e.g. data visualisation.
- Provide the interface between academics, business development and research translation staff, building strong networks that can support research translation and commercialisation.
- Be a positive change influencer and advocate for service excellence and continuous improvement across R&I.

Key Selection Criteria

- High level understanding and extensive experience in research, technology innovation, translation, intellectual property and commercialisation.
- Proven track record in IP protection and negotiating commercial and legal arrangements for commercialisation.
- Proven ability and networks to support market analysis of commercialisation opportunities.
- High level interpersonal communication and influencing skills, including the ability to consult with senior executives, external bodies, negotiate agreed directions, outcomes and targets within a collaborative environment in a complex organisation.
- Ability to prioritise and manage multiple assignments and efficiently manage multiple requests for information and assistance and to work under pressure of various deadlines.
- Highly developed analytical, conceptual and problem-solving skills including the ability to develop innovative strategies that lead to improved outcomes in the delivery of research translation.
- Proven experience of leading, development and implementation projects requiring extensive collaboration with internal and external stakeholders.
- Demonstrated history of behaviour aligned to the RMIT values, leadership capabilities and professional capability framework.

Qualifications

Mandatory: Relevant degree and/or experience in an IP management/commercialisation role, preferably as a IP/Commercialisation Manager for a university or research organisation.

Desirable: A PhD or post graduate qualification in a science or engineering discipline

Note: Appointment to this position is subject to passing a Working with Children Check and other checks as required by the specific role. Maintaining a valid Working With Children Check is a condition of employment at RMIT.

Endorsed:	Signature: Name: Title: Date:	Approved:	Signature: Name: Heather St John Title: ADVC, Research Partnerships & Translation Date:
------------------	----------------------------------------	------------------	--------------------------------------------------------------------------------------------------