

**COMMERCIALISATION THEME LEADERS  
SYDNOVATE  
OFFICE OF THE DEPUTY VICE CHANCELLOR (RESEARCH)  
REFERENCE NO. 1547/0811**

- **3 positions**
- **Experience in translating research-based IP into commercial opportunities**
- **Full Time Continuing, remuneration package: \$117-\$123K p.a. which includes leave loading and up to 17% super**

Sydnovate as part of the Deputy Vice Chancellor (Research) Portfolio (DVCR) is the commercial arm of the University responsible for the identification, protection and commercialisation of intellectual property (IP) developed at the University.

The Commercialisation team is responsible for commercialising IP generated at the University. As senior members of this team, Commercialisation Theme Leaders focus on themes, which map to the University's Divisions. Sydnovate is currently recruiting for the themes of Medical & Life Sciences, Engineering & IT and Natural Science. Commercialisation Theme Leaders proactively develop commercialisation opportunities across the research translation continuum, while providing high quality advice and information on technology translation matters to stakeholders across their theme.

Reporting to the Commercialisation Manager, you will:

- create, monitor, evaluate and be responsible for marketing strategies for the University's IP, capabilities and expertise
- develop relationships and strengthen existing networks with internal/external clients, service providers and stakeholders
- review and negotiate complex commercial agreements in areas such as licensing and spin outs
- establish and implement strategies to increase Sydnovate's ability to translate world class IP into high valuable products and services and to become a leader in innovative commercial developments of academic research
- increase the entrepreneurial culture both within the University and across the broader New South Wales ecosystem
- utilise best practice project management and relationship skills to ensure good governance, efficient service and the best possible outcomes are achieved for commercial projects.

These positions suit a highly motivated professional with experience in the translation of research-based IP into commercial opportunities with a particular focus on market validation, proof of concept development and the productisation of technology. The successful candidate will have worked in industry, a university or research organisation, commercial office or company in a sales/business development environment and possess experience in raising or managing early stage venture capital funding. You will possess an appropriate academic qualification in the areas of Medical & Life Sciences, Engineering & IT or Natural Science and/or extensive equivalent relevant experience.

***To be considered for this position it is essential that you address the online selection criteria. For guidance on how to apply visit: [How to apply for an advertised position.](#)***

**Remuneration package:** \$117K to \$123K p.a. (which includes a base salary of \$98,970 - \$104,428 p.a. leave loading and up to 17% employer's contribution to superannuation).

**All applications must be submitted via the University of Sydney careers website.** Visit [sydney.edu.au/positions](https://sydney.edu.au/positions) and search by the reference number for more information and to apply.

CLOSING DATE: 31 October 2011

The University is an Equal Opportunity employer committed to equity, diversity and social inclusion. Applications from equity target groups and women are encouraged.

© The University of Sydney

**THEME SUPPORT MANAGER  
SYDNOVATE  
OFFICE OF THE DEPUTY VICE CHANCELLOR (RESEARCH)  
REFERENCE NO. 1549/0811**

- **Provide high quality project management support to the commercialisation team**
- **Advise on Intellectual Property Rights protection and management in the context of the university**
- **Full Time Continuing, remuneration package: \$131-\$137K p.a. which includes leave loading and up to 17% super**

Sydnovate as part of the Deputy Vice Chancellor (Research) Portfolio (DVCR) is the commercial arm of the University responsible for the identification, protection and commercialisation of intellectual property (IP) developed at the University.

The Theme Support Team is responsible for providing high quality support to the commercialisation team in the different research theme based partnerships ranging from intellectual property rights management and advice, project coordination and project financial services. The team is also responsible for providing administrative support for the Sydnovate office operation.

Reporting to the Director Sydnovate, you will:

- use your strong team leadership skills to build, coach and lead a high performing team to proactively engage in the commercialisation process
- establish and implement strategies to increase Sydnovate's vigilance and responsiveness to internal and external client needs
- manage and further develop a communication platform to serve as a marketing tool for the translation and exchange of knowledge generated by the University
- utilise best practice project management skills to ensure good governance, efficient service and the best possible outcomes are achieved for commercial projects

This exciting position suits an experienced people manager with experience in evaluating commercial opportunities from research or technology developments and IP protection preferably from a university or research organisation, commercial office or company in a technology development environment. You will have an appropriate academic qualification and/or extensive equivalent relevant experience. Ideally you will possess postgraduate qualifications in an appropriate scientific or business field.

***To be considered for this position it is essential that you address the online selection criteria. For guidance on how to apply visit: [How to apply for an advertised position.](#)***

**Remuneration package:** \$131K to \$137K p.a. (which includes a base salary of \$111,085 - \$116,370 p.a. leave loading and up to 17% employer's contribution to superannuation).

**All applications must be submitted via the University of Sydney careers website.** Visit [sydney.edu.au/positions](http://sydney.edu.au/positions) and search by the reference number for more information and to apply.

CLOSING DATE: 1 November 2011

The University is an Equal Opportunity employer committed to equity, diversity and social inclusion. Applications from equity target groups and women are encouraged.

© The University of Sydney