



Adelaide Research
& Innovation

EMPLOYMENT INFORMATION PACK

COMMERCIAL DEVELOPMENT MANAGER (2) POSITIONS

- 1) HEALTH SCIENCES
- 2) ENGINEERING, COMPUTER & MATHEMATICAL SCIENCES

2012

Position Description

Company:	Adelaide Research & Innovation Pty Ltd
Position Titles:	Commercial Development Manager (Health Sciences) Commercial Development Manager (ECMS)
Reports to:	Faculty Team Leader
Employment period:	3 Year Contract, Full-time

Organisational Environment

Adelaide Research & Innovation (ARI) is South Australia's premier commercial research hub, facilitating access to the research and expertise of the University of Adelaide, one of the world's top 100 universities. We manage the University's contract research and consultancy partnerships, form new business ventures and develop and licence the innovative ideas and technologies with commercial potential. We also provide extensive support to other collaborations and partnerships for the University. ARI is a wholly owned subsidiary of the University and has been in business for nearly 30 years.

Position Environment

Two newly created positions within the Commercial Development team at ARI as a result of continued growth in the University of Adelaide's commercial research engagements. Joining a team of 13 Commercial Development Managers, the primary objective of this position is to provide commercial support services for University researchers, and to provide a point of access for government and business to engage academics on research, development and innovation. The position will also play a key role in raising the level of commercial awareness and skills within their portfolio of researchers.

Key Responsibilities

External Engagement

- Provide a point of contact and advice for Faculty researchers seeking industry and government partners
- Manage contract negotiations with partners to ensure mutually beneficial agreements, compliant with University policies
- Actively encourage and assist researchers to engage external partners in contract research, consulting or collaborative agreements
- Work with other Commercial Development Managers to identify and leverage potential funding opportunities for new and existing research projects and technologies

Relationship Management

- Develop and maintain excellent working relationships with key stakeholders, including Researchers, University management and support services, and the rest of the ARI team
- Foster a culture of transparency and cooperation within and between Faculties, Schools and Institutes and promote cross-disciplinary collaboration
- Enhance the skills of research staff regarding industry engagement, client management and intellectual property matters
- Establish and foster professional networks in order to promote and advance the University's research efforts

Commercialisation

- Identify, evaluate, manage and add value to new and existing commercial opportunities based on University research outcomes and expertise
- Develop and execute appropriate commercial strategies (including license, assignment, spin out or product sale as appropriate)

Major Challenges

- To develop a strong understanding of the breadth of research, services and technology that the University of Adelaide offers industry and government
- Develop and maintain a wide network of contacts within and beyond the University in order to build strong relationships with industry and other stakeholders
- Balance competing priorities and multiple projects simultaneously

Additional Requirements

- Applicants must adopt a flexible approach to work hours
- Some travel will be required

Selection Criteria

ITEM	CRITERIA
Essential:	
1.	Background in the physical sciences, engineering and/or computer science OR Background in Health Sciences (2 positions)
2.	Degree qualification(s) in an appropriate field
3.	An interest in helping researchers resolve problems to the benefit of the community
4.	Ability to rapidly understand complex concepts/technologies and convey them to a range of technical and non-technical audiences
5.	Outstanding analytical, conceptual, problem solving and project management skills
6.	An understanding of and empathy with University culture and environment and/or experience in the R&D sector
7.	Excellent communication and relationship building skills
Desirable:	
1.	A sound understanding of the issues involved with technology transfer including intellectual property management, licensing and company formation
2.	Established networks and links with industry, research bodies, relevant government authorities, the investment community, or other relevant associations
3.	Knowledge of early-stage funding or collaborative opportunities relevant to University researchers
4.	Understanding of service culture and key account management principles
5.	Experience in negotiating commercial contracts for technology-based projects in an innovation environment

How to apply

Your application should include:

- A cover letter of no more than 2 pages
- Curriculum vitae
- Names and contact details of at least three professional referees

Applicants are not required to separately address each element of the selection criteria, but must provide sufficient information in the application to enable the selection panel to make an informed initial assessment of suitability for this role given the nominated criteria.

Submit your application by **17 February 2012** to paula.panozzo@adelaide.edu.au

Enquiries

Robert Chalmers
Managing Director
P: 8303 4337
E: robert.chalmers@adelaide.edu.au

Overview Adelaide Research & Innovation

Adelaide Research & Innovation is South Australia's premier commercial research hub, facilitating access to the research and expertise of the University of Adelaide, one of the world's top 100 universities.

We manage the University's commercial research and consultancy partnerships, form new business ventures based on University expertise and develop the University's innovative ideas and technologies with commercial potential.

Our approach is simple – to match client needs and business opportunities with the resources and expertise of the University, enabling organisations to grow, expanding the research base of the University and translating research into real benefits for the community.

Adelaide Research & Innovation works with a network of more than 2000 researchers across the entire range of the University of Adelaide's research footprint.

In business nearly 30 years, Adelaide Research & Innovation has built a team of experts combining academic creativity with business acumen. Members of our team have worked as researchers themselves, as well as being able to draw on years of commercial experience and project management skills to meet the needs of industrial, research and commercial partners.

Our Services

Research Partnerships

In any one year we facilitate more than 450 research projects in both the public and private sectors. We are professional, flexible and practical in our approach to contracting and intellectual property rights. Whether it's a short term project or a strategic joint venture, by delivering access to the first-class scientific expertise at the University, Adelaide Research & Innovation can assist clients to achieve their research goals faster, minimise risk and build new business growth.

Intellectual Property Management

Ownership of intellectual property is negotiable. In general, ownership is allocated based on the amount each party contributes to the full costs (including all overheads) of the research, subject to considerations of strategic importance, the interests of co-investors and background IP. Our goal is to ensure that research partnerships are mutually beneficial.

Consulting and Technical Services

Engaging the University on a consultancy basis enables clients to take advantage of the broad range of scientific talent and apply it to specific business needs. Researchers at the University are contracted to provide expert opinion, testing and advisory services such as soil analysis, safety assessments, plant disease diagnosis and engineering reports.

Commercial Funding Opportunities

Adelaide Research & Innovation is also a gateway to leverage R&D funding through a variety of government grant programs including the *Australian Research Council - Linkage* scheme, *National Health & Medical Research Council – Development Grant* and the *Premier's Science Research Fund*. These programs support local and international partners of the University in applied research projects.

New Knowledge & Technologies

Outstanding ideas come from universities. Adelaide Research & Innovation actively assess, protect, market and commercialise ideas and inventions with commercial potential on behalf of the University. We currently work with local, national and international investment partners to translate technologies into real world impact.

Early Stage Technology Funding

Adelaide Research & Innovation aims to put more of the University's research discoveries on the path to commercialisation by maximising access to appropriate commercial funding programs. Many valuable university projects lack the funding needed to take a promising idea through the critical first stages of commercial and technical evaluation and then onwards to being investment ready. We provide direct assistance through our *Commercial Accelerator Scheme*. ARI are also the gateway to interactions with Venture Capital providers, including the \$30 million *Trans Tasman Commercialisation Fund*, a collaborative venture dedicated to funding technology opportunities from the University of Adelaide and its other participants.

Our Values

Excellence in service

- We value: quality, responsiveness, responsibility, professional conduct.
- We will display a positive and proactive mindset.
- We will work as a team, both internally and in partnership with the University community.

Deep understanding of our clients

- We each need to develop and share this understanding in order to provide best service to our internal and external clients.

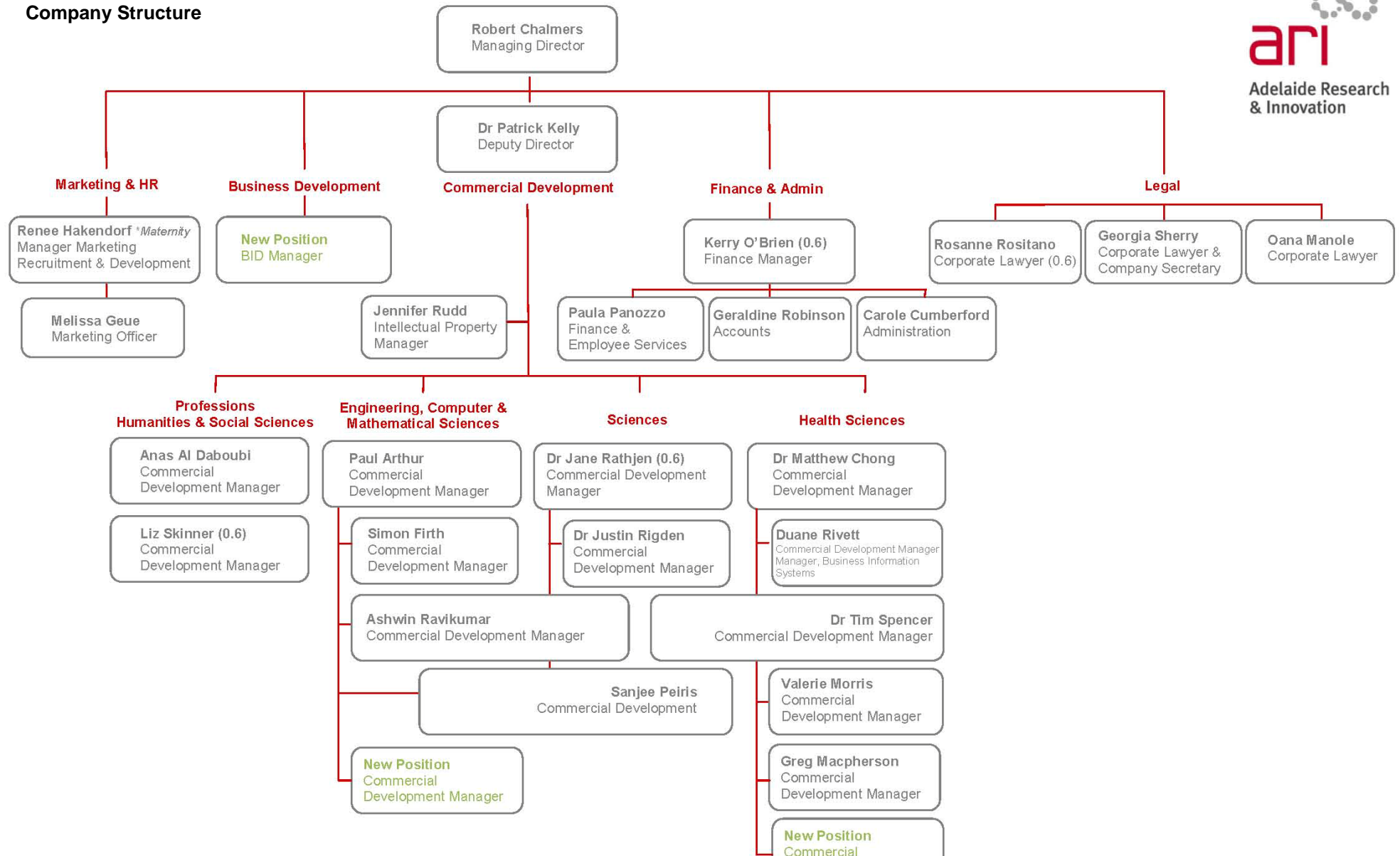
Entrepreneurial Culture

- We will display an entrepreneurial attitude and provide commercially astute advice

Innovation

- We embrace best practice and innovation in the ways in which we work. Business as usual is not good enough: we need to adapt our systems and approaches to help us work better.

Company Structure



The University of Adelaide

The University of Adelaide is committed to partnering with government, business and other research organisations to deliver a positive impact through innovation, research, education and community engagement.

The University of Adelaide is an innovative and forward-looking university, and an Australian leader in research, with major strengths in agriculture, wine and food, biological sciences, physical sciences, health sciences, information technology and telecommunications, environmental sciences and social sciences.

Since its establishment in 1874, the University has developed a reputation for excellence in teaching, learning and research. The University is associated with five Nobel Prize winners and has produced over 100 Rhodes Scholars, and is a member of the Group of Eight - Australia's most prestigious universities and the destination of choice for Australia's most talented students and academics.

Today the University of Adelaide is one of the top universities in Australia in terms of research output, research funding and quality of postgraduate research experience. Indeed, this University is one of the highest earners of research funding per researcher in Australia.

With more than 20,000 students and over 2,800 staff, the University is small enough to enable personal interaction between the community and research staff, yet large enough to provide a hub of world-leading research expertise.

Research and research education is guided by an international best-practice framework under well-defined policies and procedures. The academic and research structure of the University comprises five Faculties; Engineering, Computer and Mathematical Sciences; Health Sciences; Sciences; Professions; and, Humanities and Social Sciences. Researchers also increasingly work together across those faculty boundaries to address complex multi-disciplinary problems in areas critical to the community and business, including water, health and security as well as social innovation and economic development.

The University also has a number of innovative research institutes and centres that contain many high-profile researchers working in a vast array of fields.

Faculties and Divisions

The University of Adelaide provides quality service and support to its community through the efforts of a range of Faculties & Divisions:

- Academic Faculties that aim to achieve the highest standards in learning and research.
- Administrative Divisions that assist staff and students with necessary daily details.
- Research Institutes and Centres that aim to extend the boundaries of knowledge

There are five Faculties, each of which is headed by an Executive Dean:

- **Faculty of Engineering, Computer & Mathematical Sciences (ECMS)**
- **Faculty of Health Sciences**
- **Faculty of Humanities & Social Sciences (HSS)**
- **Faculty of the Professions**
- **Faculty of Sciences**

Refer <http://www.adelaide.edu.au/departments/academic/>

Research Institutes Refer <http://www.adelaide.edu.au/research/institutes-centres/>

- **The Robinson Institute**
 - Reproductive health, stem cell research and health across generations
- **Environment Institute**
 - Management of natural resources under changing climate and economic conditions
- **Institute for Mineral & Energy Resources (IMER)**
 - Petroleum engineering, mining engineering, petroleum and minerals, geosciences and geothermal energy
- **Waite Research Institute**
 - Plant and animal sciences, viticulture and oenology, agronomy, soil science and agricultural economics
- **Institute for Photonics & Advanced Sensing (IPAS)**
 - Optical fibres, lasers, luminescence, surface chemistry, proteomics and virology

University Locations

North Terrace Campus

The University of Adelaide's main campus is the site of most teaching and research facilities. Set in the cultural heart of the city, the University offers excellence in its educational and social facilities.

Waite Campus

Nestled in the foothills, Waite Campus is a world-leader in research and education for plant biosciences, viticulture, oenology and land & water management. The Waite has the largest collection of expertise in plant genomics, plant breeding, crop improvement, viticulture and oenology within the southern hemisphere.

Roseworthy Campus

Roseworthy is an internationally renowned centre for excellence in dryland agriculture and animal production. With a range of government and corporate partners, the campus is home to a number of collaborative centres and a new Vet School.

Thebarton Campus

Applied research activities in the areas of biotechnology, engineering, physical sciences, occupational health and petroleum geology and geophysics are undertaken here. The campus is also home to a variety of commercial enterprises, including a number that have originated from University research, and all benefit from some form of support including collaboration, contract research, and the provision of premises and facilities.

National Wine Centre of Australia

The National Wine Centre of Australia is an education hub for tourists, the general public and full time students. As well as a teaching centre for wine-related academic programs, it showcases the entire Australian wine industry in an exhibition.

Singapore Campus

The University of Adelaide - Singapore Campus offers postgraduate programs and research collaborations with Singapore, an important trading partner to Australia. The vision is to create a regional learning centre of excellence, providing high quality education programs.



Adelaide Research
& Innovation

Adelaide Research & Innovation Pty Ltd
Level 7, 115 Grenfell St Adelaide SA 5000
PO Box 149 Rundle Mall Adelaide SA 5000
P: +61 8 8303 5020
F: +61 8 8303 4355
E: arip@adelaide.edu.au
W: www.adelaideresearch.com.au

