

General Manager Business Development



QIMR Berghofer
Medical Research Institute

• *High Profile Brisbane-based commercialisation opportunity*

QIMR Berghofer Medical Research Institute is a world renowned medical research institute, known for research excellence and translation of discoveries into clinical practice.

Reporting to the Chief Operating Officer you will lead a dedicated team focused on business development and commercialisation of intellectual property. Working closely with researchers, your brief is to manage the Institute's intellectual property portfolio and to identify, pursue and capitalise on opportunities for commercialisation, bringing to life the 'bench to business to bedside' philosophy of the Institute.

You will be a dynamic business development leader demonstrating business acumen, have an impressive track record in successful IP commercialisation and a degree in life sciences or higher qualification (e.g. PhD).

Your interpersonal and negotiation skills will enable you to make a real impact.

Please view the Position Description on www.brookerconsulting.com.au and send a brief CV (Word format, up to 5 pages) to career@brookerconsulting.com.au by 5pm Monday May 14 or ring Jeremy Wurm on 03 9602 1666, in confidence.

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Schedule 1– Position Description

General Manager Business Development QIMR Berghofer Medical Research Institute

POSITION OBJECTIVES:

The primary objectives of the position include:

- management of the Institute’s intellectual property portfolio and commercialisation function
- contribute to the development, effective management and strategic direction of business development opportunities
- manage, co-ordinate and deliver day to day business development activities
- provide advice on a wide range of issues, which have direct and critical impact on business development, intellectual property and commercialisation, and
- effect patents, licenses and commercialisation matters

ORGANISATION CONTEXT:

QIMR Berghofer is a statutory body under the QIMR Act (1945). The mission of QIMR Berghofer is to promote the wellbeing of humankind through medical research, to maintain within the State of Queensland an internationally recognised centre for medical research, to develop that centre as the primary focus of medical research within the State and to co-operate with, and where possible assist the work of other medical research establishments within the State and throughout the world to improve human health and wellbeing.

The Support Division is divided into departments that provide support for the conduct of internationally competitive research programs and projects; key functions within the Support Division include: Finance and Administration, Business Development, Legal, Human Resources, Facilities and IT management, Scientific Services and External Relations.

The Business Development team develop and implement the supporting systems necessary to develop commercial opportunities at QIMR Berghofer through discovery, invention protection and commercialisation.

REPORTING STRUCTURE

The General Manager Business Development reports directly to the Chief Operating Officer. This position is expected to work with a degree of independence and autonomy in the determination of strategies, priorities, work standards and the allocation of resources within the position’s areas of responsibility.



KEY RESPONSIBILITIES (include but not necessarily limited to):

- Develop and implement best practice commercial and intellectual property systems to facilitate the intellectual property policy and commercialisation strategy of QIMR Berghofer
- Assist researchers with the planning and management of patent development
- Educate staff and students within QIMR Berghofer on policies and processes relating to protection, management and commercialisation of intellectual property
- Identify inventions by conducting intellectual property reviews
- Maintain an up to date working knowledge of patent and licensing law
- Review and develop intellectual property policy
- Maintain an intellectual property register
- Prosecute and maintain patents, including liaison between inventors and patent attorneys
- Maintain a Commercialisation register that records Materials Transfer Agreements, Confidentiality Agreements, Licensing and Contract Research Agreements and other documents relating to commercialisation and intellectual property matters
- Identify and evaluate commercial opportunities with major Pharmaceutical and Biotechnology companies
- Encourage and support scientists in the development of proposals to state and federal government for pre-seed funding
- Prepare licenses, confidentiality agreements, material transfer agreements and other documents relating to intellectual property management, commercialisation and business development
- Seek new Contract Research Arrangements, negotiate Contracts and manage Contract Research Arrangements with external parties, including preparing and processing Agreements and initiation of invoicing
- Seek commercial licensing partners, negotiate and bench mark licensing deals
- Assess and recommend opportunities for the formation of Start Up Companies
- Seek business development opportunities across Scientific Services and other areas of the Institute, including license of premises
- Manage the projects in the Institute's SEEDBox under governance and processes approved by the COO
- Participate in commercial projects as a key member of the Transaction Team and as required by the COO
- Ensure work practices comply with the requirements of the Workplace Health and Safety Act, related legislative requirements and the Institute's OH&S policies and procedures

'Attractive salary package will be commensurate with experience and negotiated with the successful candidate.'