

Job Description

Senior Business Development & Investment Manager - Life Sciences

Reporting Line

Head of Business Development & Investment

Overview

*'Commercialising The University of Manchester's innovations and IP
to create global social and economic impact'*

The University of Manchester is committed to generating world class innovation that will create major social and economic benefit across the globe. The University of Manchester Innovation Factory Ltd is The University of Manchester subsidiary responsible for identifying and leading the commercialisation of its innovations and intellectual property.

The Innovation Factory has the objective of being the world's most effective University Technology Transfer organisation.

The Innovation Factory works with academic inventors from across the University to identify opportunities that have the potential to create positive social and economic impact. It then translates these into a form where they can be used by industry and society as a whole. Access to innovations may be created via technology licensing or the formation of spin-out companies. The Innovation Factory aims to provide a world class service to academic colleagues and to attract and engage with important external stakeholders including: industry; entrepreneurs; licensees and investors; and corporate venture partners.

Business Development & Investment group - Overview

The Innovation Factory's Business Development & Investment group is responsible for driving the commercial transactions which result in revenue and value creation from licensing University intellectual property or investment in spin-out business. The Group is responsible for commercialising opportunities from all three faculties but, based on the relative number of new invention disclosures, most of the business development activity is focused in the areas Life Science and Science & Engineering.

Putting **ideas** to work

University of Manchester Innovation Factory Limited
Core Technology Facility
46 Grafton Street
Manchester
M13 9NT
UK

Registered in England & Wales No. 05177409

uominnovationfactory.com

+44 (0)161 306 8510

In addition to its primary roles of generating licensing income and investment, the Business Development and Investment group assist the Innovation Factory's: Operations; Corporate Services; and Digital Marketing groups by providing market and customer intelligence to support business case development and the on-going management of the asset portfolio.

Having taken over the leadership of a project from the Operations group, the Business Development & Investment group will develop the commercial tools; business plans, investment prospectuses, ROI/valuation models, pitch decks, technical data sheets and other materials necessary to transact the opportunities with licensees or investors.

The Business Development & Investment group will have responsibility for quantifying the potential value of an opportunity, defining optimal deal structures and terms and, with financial and legal support, transact a licensing deal or spin-out investment. The group has specific responsibility for and expertise in intellectual property licensing and securing investment into spin out companies. It maintains up-to-date databases of UK and international sources of investment finance. It also develops and maintains strong relationships with key investors and potential commercial partners.

The Business Development and Investment team will continuously work closely with the academic founders and other internal and external partners, managing relationships to ensure that an opportunity is "deal-ready". Prior to launch, the Group will require final approval for the commercialisation plan at the Gate 3 and 4 reviews.

Senior Business Development & Investment Manager - Life Sciences

Key Accountabilities

- Develop Business Plans for both licensing opportunities and new spin out companies in Life Sciences
- In the area of Life Sciences, work on the valuation, structuring, term development, negotiation and execution of licensing transactions and spin-out investment deals.
- In the area of Life Sciences develop and maintain relationships with key commercial partners and investor groups.
- Responsible for delivery of a personal targets for licensing revenue and 1st investment in University spin-outs.
- Develop optimal deal and investment structures aligned with target commercial partners or investors in order to maximise returns for the University, as well as Inventors and Founders.
- Maintain regular contact with academic inventors and founders as well as external parties during the commercialisation phases (3&4) of a project..
- Maintain good information flow between Operations, the, Communications and the Finance, Legal & Portfolio Management Groups to facilitate market awareness, correct valuation of opportunities and identification of potential customers and investors.

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- Help to develop and maintain a database of national and international organisations and contacts which are sources of investment or potential licensees in the field of Life Sciences. Introduce these contacts to the Information and Digital Communications Group to facilitate targeted marketing campaigns.
- In coordination with the Operations Group, interface with the University's Business Engagement team and other University organisations to ensure that commercial relationships and licensing/investment opportunities are maximised (with primary focus on the University's strategic partners).
- Work with colleagues in the Finance, Legal & Portfolio Management Group to ensure that licensing and investment deal-terms are fully considered, benchmarked and risk-mitigated, while achieving strong returns for the academic founders and the University.
- Be a role-model for personal standards of integrity, results focus and work ethic.
- Ensure that the contents and structure of business plans, pitch decks and other selling tools mirrors the needs of potential investors and licensees.
- Support the Innovation Factory's leadership team to drive organisational change to meet competitive and business challenges.
- Continually build a technical understanding of the structure of commercial licensing deals, the valuation of IP and the processes associated with investing in early stage IP-rich University spinouts.
- Other activities consistent with the successful delivery of budgets and commercial targets and as well as the objectives of wider organisation

Skills and Experience

- A strong background in a discipline related to Life Sciences
- Experience of commercial deal making.
- An ability to learn and master new skills necessary to deliver high value, complex licensing and investment deals.
- Proven experience working within a target driven business environment.
- An ability to develop and present commercially compelling business cases that maximizes deal value.
- Ability to work collaboratively with a wider team.
- A diplomatic yet results focused individual with sufficient gravitas to be credible with senior academic, investors and industry partners.
- Motivated by achieving stretching commercial targets
- Strong analytical skills.
- Ability to produce financial models to demonstrate commercial value. skill .
- Basic understanding of management accounts (P&L, balance sheet, cash flow)
- Strong written and verbal communication skills.
- Experience in presenting opportunities in a professional and compelling way to potential partners and investors

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The University of Manchester

Qualifications:

- A degree in Life Science related discipline, or similar level 6 qualification (*England, Wales and Northern Ireland Qualification levels*) or equivalent is essential for this role.
- A post graduate qualification in a business-related discipline is desirable although not essential.

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