**Job Description – Business Development & Investment Manager (May 2020)**

**Role Reports to Business Development & Investment Director - Life Sciences**

**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.

In addition to its primary roles of generating licensing income and investment, the Business Development and Investment group will assist the Innovation Factory’s: Operations; Finance, Legal & Portfolio Management; Information 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 (Short form versions of the business plans, investment prospectuses, ROI/valuation models, pitch decks, technical data sheets and other sales collateral) 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 the engagement with sources of investment. 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.

**Business Development & Investment Manager – Life Sciences and Science & Engineering**

**Key Accountabilities**

* In the area of Life Science, responsible for the valuation, structuring, term development, negotiation and execution of licensing transactions and spin-out investment deals.
* In the area of Life Science responsible for the development and maintenance of relationships with key commercial partners and investor groups.
* Accountable for the delivery of agreed annual Life Science licensing revenues and spin-out investment targets.
* Accountable for developing optimal deal and investment structures aligned with target commercial partners or investors in order to maximise returns for the University and Founders.
* Responsible for maintaining engagement continuity with academic founders and external parties during the commercialisation phase of a project to ensure clear executable plans are in place post deal.
* Provision of expert input into the Operation and Finance, Legal & Portfolio Management Groups’ projects in order to facilitate market awareness, correct valuation of opportunities and support for the identification of potential customers and investors.
* Responsible for contributing to and helping to develop and maintain a database of organisations and contacts which are sources of investment or potential licensees in the field of Life Science and introduce these 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).
* Devise and implement tools and techniques to ensure that the best potential licensees and investors for specific opportunities are identified and approached, and that specific value propositions are created.
* Work with the Business Development and Investment Director and the other senior members of the Business Development and Investment team to help produce standard template term-sheets and agreements to create deal terms that match individual opportunities.
* With support from the Business Development and Investment Director and senior members of the Business Development and Investment Team mange and deliver complex or high-value transactions.
* 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.
* With support from the Business Development and Investment Director, propose and develop realistic budgets, commercial targets for licensing opportunities and spinout investment.
* 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.
* 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 Life Science discipline.
* Experience in commercial deal making in a Life Sciences environment and creation of value from innovation and intellectual property
* 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 working in the area of Life Science.
* Motivated by achieving stretching commercial targets
* A creative commercial deal maker able to asses and manage transactional risk
* Strong analytical skills.
* Financial modelling skill and demonstrable business acumen.
* Strong written and verbal communication skills.
* Experience in presenting opportunities in a professional and compelling way to potential partners and investors
* Existing network of industry or investment contacts

**Qualifications:**

* A degree 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.