

Job Description:

Senior Innovation Discovery Manager (Life Sciences)

Reporting to Head of Innovation Discovery

Overview

‘Commercialising The University of Manchester’s innovations and IP to create positive social, economic and environmental impact’

The University of Manchester is committed to generating world class innovation that will create major social and economic benefit across the globe. 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 works with academic and staff inventors from across the University to identify innovative opportunities that have the potential to create social, environmental, and economic impact. It then translates these into a form where they can be used by industry and society. 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.

The Innovation Factory organisation is structured to deliver its mission. It has functional groups and teams. These are: Invention Discovery, Business Development, Investment & Licensing (which includes Business Analytics, Investment & Licensing and Asset Portfolio Management) and Corporate Services (which includes, Finance, HR & Talent, Legal Services, IP Services, and Marcoms).

These groups work closely together in an integrated process that begins with the ‘discovery’ of an innovation’ and culminates in the exploitation and management of a high-value asset such as a commercially valuable IP license or spin-out business.

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

Innovation Discovery Team - Overview

The Innovation Factory's 'Innovation Discovery Team' is responsible for proactively engaging with inventors/innovators (academics, staff members and students) to identify, evaluate and describe opportunities that have the potential to generate significant beneficial economic, social, and environmental impact where there is Intellectual Property owned by the University.

A key element of the Innovation Discovery Team's activity is outreach into the University's three faculties to maximise engagement with the Innovation Factory and create enthusiasm for translating high-quality innovations into licensable IP and new spinout businesses. It also organizes and leads events; explains the importance of IP commercialisation; runs seminars explaining the IP commercialisation process and participates at other academic events to highlight the benefits to the university of commercialization activities.

Once the Innovation Discovery Team has identified a potential opportunity the members of the team will carry out an initial assessment and evaluation of the opportunity and decide whether, or not, to propose progression within the Innovation Factory's process. The Innovation Discovery Team are responsible for presentation of a case for approval at Stage gate 1 and for communicating clearly with the inventors the results of the analysis and decision made at this stage in the Innovation Factory.

If an opportunity is accepted the team will continue to work closely with other members of the Innovation Factory organisation, particularly the Business Analytics Team, to further assess and progress viable projects towards commercialisation.

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Key accountabilities

Proactively identify new opportunities

- Build a comprehensive network/database of contacts within allocated Schools/Departments in the University and relevant associated Research Institutes.
- Establish proactive relationship strategies within each assigned department, to ensure that there are frequent and established engagements at all levels within a department.
- Have a comprehensive knowledge of the major research programs being conducted within the allocated Schools/Departments and the major groups/divisions within the Department, plus any related Institute or inter-disciplinary activity.
- Have a clear view of the industrial research programs managed by the University's Business Engagement Team (BE).

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- Develop a network of contacts with other stake-holder organisations which may be involved with the creation of new inventions capable of generating University owned FS/FSE/HUMS IP
- Suggest, and lead new initiatives to identify strategically important research areas within the potential for significant commercial impact
- Provide commercialisation activity feedback to Senior academics
- Organise outreach events to engage academics in commercialisation activities
- Work with partner organizations e.g., MFT, CRH , to identify new opportunities
- Contribute to projects/initiatives within faculties which enhance commercialisation opportunities e.g., Translational grant assessments
- Have clear view of the external translational funding opportunities and suggest these appropriately to academics.
- Mentor more junior colleagues in the ID Team.
- Take a lead on pro-actively challenging the science or usefulness of the data.

Educate and explain the advantages of commercialization to academics

- Explain to inventors the IP commercialisation process and the responsibilities of the Innovation Factory and the inventor.
- Ensure inventors are kept up to date with plans and progress and the rationale for decisions is explained.

Record and assess new opportunities

- Be responsible for the progression of a large, complex, portfolio of new opportunities to SG1
- Be the first point of contact for the inventor and triage the opportunity to decide if it should be recorded as an Innovation Factory project or should be directed elsewhere for support.
- Record new inventions/innovation and all associated analysis and documents within the Innovation Factory's IP Management tools and databases in an accurate and timely manner.
- Independently, Assess new opportunities for entry into the Innovation Factory pipeline:
 - Describe the invention and investigate whether it addresses i) an unmet need ii) has a competitive advantage over existing products or services iii) can create significant future impact at a scale that will make it attractive to investors or licensees.
 - Give an initial view on Accessible market size, Competitive landscape, Potential routes to market. Provide a map of the market eco-system, determining the relative influences of each player and where the invention best sits (who will buy it, who will specify it, who will need to be consulted or influenced?)
 - Identify the team (UoM and external) that made an inventive or other contribution to the invention.
 - List the sources, type, and amount of funding as well as any other conditions that are associated with this invention and any other contractual arrangements associated with the invention.
 - With the support of the IP Services Team, identify the potential to protect UoM IP and formulate an appropriate IP strategy, which may include an initial patent filing.

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The University of Manchester

- Highlight any regulatory/compliance issues that will need to be considered. Make an early assessment of likely impact and actions needed to overcome.
- Ascertain the plans and commitment of the inventor(s) to create impact from the invention and determine how that impact will be measured.
- Collate information, present, and make stop/go recommendation for the project for Stage Gate 1.

Manage project IP

- Where the nominated owner of a portfolio of IP, develop a commercially focused IP Strategy and manage the IP assets to achieve commercial goals.
- Conduct appropriate and thorough prior art searching and in collaboration with Business Analytics Team, files and maintain an appropriate patent portfolio.
- Assesses freedom to operate potential and make appropriate recommendations.
- Maintain awareness of timing and cost constraints imposed on project due to patent deadlines and makes appropriate and timely recommendations.

Contribute to assessment and development of business cases for projects post-Stage gate 1

- Work alongside the relevant members of the Business Analytics and Investment & Licensing Teams to prepare plans for Stage Gate 2, and, as required, continue to provide support for the project as it passes through the Innovation Factory process.
- With support from the Business Analytics Team collate all data and relevant scientific literature and develop a technical dossier for prospective partners.
- Make significant contributions to the business cases of commercialisable projects in Stage 2
 - Academic relationship and department/school/faculty level progress reporting
 - Technology progression, particularly any translation activity
 - IP progression - refined IP definitions, due diligence, any changes through translational phases.

Aligning translational funding and academic team development as required, linking any market discovery activity effectively to Business Analytics

Contribute to the overall objectives of the Innovation Factory

- Understand and keep up to date with Innovation Factory objectives and performance targets and understand how your work contributes to these

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Skills, Experience & Qualities

Essential

- Demonstrable scientific experience in the field of Life Sciences
- Experience of working in an Innovation or Commercial environment
- Active interest in, and informed about, new life science developments and market-specific trends.
- Demonstrated ability to solve problems.
- Analytical and thinks broadly about the commercial impact before making decisions.
- Ability to build strong collaborative relationships with scientists other internal and external stakeholders.
- Excellent verbal and written communication skills.
- Respects and works according to the Innovation Factory's company values i.e., Strives for highest standards, Values and supports others, Act with Integrity, Work as a team, Bring clarity and focus.

Qualifications:

- Higher degree, or equivalent, in a Life Sciences related subject with experience in drug discovery, diagnostics, digital health, or medical devices.

Desirable

- Experience in the identification, development, and management of intellectual property opportunities.
- Experience of working in an innovative commercial environment with early stage, rapid growth or startup business
- Experience of identifying, and assessing, novel ideas and technologies
- Experience of working in an innovative, commercial environment
- A business or project management qualification

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