

# ABOUT US

We are Wellington UniVentures - Victoria University of Wellington's commercialisation office.

As part of Victoria University, Wellington UniVentures works side by side with researchers as they advance ground-breaking ideas and inventions. Wellington UniVenture's tests, protects, and shapes these ideas that lead to life changing initiatives and stronger societies. This is achieved through building powerful teams, connecting respected specialists and academics with industry, governments, and educators in New Zealand and internationally.

In return for your experience, Wellington UniVentures can offer you fantastic benefits such as access to a wide variety of workshops for you to continue to learn and develop, subsidised onsite gym membership, free fantastic health and wellbeing events, and extra annual leave days.

Wellington UniVentures offer a compelling employment value proposition that includes interesting, meaningful and diverse work that will present bigger picture business, career and governance opportunities for the right candidate.

If this role sounds like you and you're interested in joining a small, collaborative and busy team, please apply now with a cover letter and your CV – we'd love to hear from you right away!

You'll find the role description [here](#) and you can apply for the role [here](#).

## MORE INFORMATION

Find out more about working at Wellington UniVentures, contact our HR Manager.

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# HEAD OF COMMERCIALISATION - BIOTECHNOLOGY

## PERMANENT, FULL TIME

**JOB OVERVIEW:** Wellington UniVentures is positioned for growth; the next few years present an exciting opportunity to cement its place as a sought-after commercialisation offering in the Biotechnology ecosystem.

### THE ROLE

This is a newly created role and will be pivotal in developing competitive advantage and enhancing capability to leverage commercial opportunities. Reporting to the General Manager, Commercialisation, the position will be responsible for:

- Leading and managing a team of commercialisation and business development professionals;
- Delivering on business goals and targets, through IP and capability sourced from researchers and strategic relationships;
- Strategic business development in the commercialisation of Biotechnology IP;
- Working across the whole IP commercialisation process, from identifying opportunities, evaluation of ideas, assessment, business planning and commercial negotiation;
- Promoting the development of commercially valuable intellectual property at the University, through identifying commercial IP and cost-effective commercialisation pathways;
- Managing the implementation of these commercialisation pathways, and where required the ongoing oversight of these businesses;
- Educating and inspiring academics, researchers, and students regarding

commercialisation opportunities and benefits;

- Proactively developing relationships with relevant businesses, government agencies and enterprises locally and internationally;
- Ongoing management of existing programmes and supporting the delivery of contracted commercialisation services.

### YOUR EXPERIENCE

The successful person will be an energetic and passionate leader, who can build high performing and empowered teams. The position will require outstanding communication, collaboration and engagement skills, and the ability to foster constructive relationships with a diverse range of stakeholders.

Experience developing business models for early-stage Biotech enterprises or in product and service commercialisation would be ideal. A background in transacting deals, growing revenue streams and/or securing investment or funding would be advantageous. Strong instincts around strategy development and execution are essential, as is the ability to manage a complex range of inputs.