

CEO



University of
South Australia

UniSA
Ventures
Pty Ltd

• *Pivotal role in commercialising South Australian IP*

A wholly owned subsidiary of the University of South Australia, UniSA Ventures Pty Ltd has a sound record of capitalising on commercial opportunities generated by the University's wide-ranging research efforts.

Working with the UniSA Ventures Board, you will implement strategies to support the success of the University through judicious management of IP, the structuring and negotiation of advantageous deals, and the formulation of investment arrangements tailored to maximise the value of commercialisation projects.

You combine high level technical qualifications in STEM, with postgraduate credentials in business, law and/or governance. Your global networks have resulted in a substantial deal sheet spanning a range of investigative disciplines, and you have achieved considerable success in licensing and supporting the growth of start-up companies with real commercial outcomes

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 or ring Jeremy Wurm on (03) 9602 1666, in confidence.

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Position Description

Chief Executive Officer - UniSA Ventures Pty Ltd

Education/qualifications

It is essential that the successful candidate has the skills and experience to understand, explain and transact on research and technical innovations across a wide range of disciplines. It is therefore desirable, but not essential, for the candidate to have a high level of academic qualification with an advanced degree in science, engineering or other relevant technical area (PhD or Masters level). Postgraduate qualifications in business or another appropriate area (MBA, LLB, patent/trademark qualifications as examples) would also be beneficial.

The candidate must have demonstrated commercial and investment related experience, preferably in the area of commercialisation of public funded research.

The role will also require the candidate to support new start-up companies originating from UniSA research. As such, start-up company Board experience is also desirable and candidates should have graduated, or be willing to complete and graduate, from the Australian Institute of Company Directors Company Directors Course, or equivalent.

Competencies

- Demonstrated experience in the fields of innovation, IP strategy, commercialisation and early-stage investment;
- Ability to evaluate the potential for commercialisation of specific IP, develop commercialisation strategies where appropriate, and oversee the implementation and execution of the strategy with risks identified, managed and mitigated;
- Ability to influence and negotiate complex strategies to build buy-in and support from key internal and external stakeholders;
- Proven record for structuring and negotiating simple and complex deals including strategic corporate partnerships, company acquisition, technology license, joint venture, co-development and assignment transactions;
- Strong leadership – ability to communicate a vision that generates enthusiasm and commitment;
- Experience in change management, able to actively promote and drive change using broad influencing skills to overcome barriers and gain support;
- Demonstrated capacity to develop excellent working relationships with relevant University groups including the University Senior Management Group, Academic Research Leaders and Professional Service areas of the University (such as Finance, Research and Innovation Services and Academic Units);

- Existing network of local, national and international executive-level contacts across a variety of academic, government, commercial and investment groups;
- Capacity to recruit, manage and develop staff;
- Lead the strategic planning processes of the organisation;
- Corporate governance experience and expertise including completion of the Australian Institute of Company Directors course, or similar;
- Financial understanding and the ability to interpret data and present and interpret reports at Board level;
- Relevant knowledge of the protection of IP through patents, trademarks and industrial design;
- Presentation skills – ability to quickly make a positive impression on others and present with presence, clarity and credibility.

Personal attributes

- Deal and outcome focused;
- A strategist that is marketing savvy and resilient;
- An understanding or the ability to develop an understanding of the culture and pressures (internal and external) that influence the University and that of academics;
- Highly skilled in change management and able to bring others with them;
- Strong relationship builder;
- Be a deal maker and decision taker;
- Able to work effectively with venture capitalists and other investors;
- Be entrepreneurial whilst able to manage risk;
- An established international network with the ability to expand into new areas;
- Visionary with a big picture orientation without ignoring the detail.
- As a whollyowned entity of UniSA, it is expected that the candidate and staff of UniSA Ventures will adhere to, and recognise, the core behavioural attributes expected of UniSA staff, which are that they will:
 - Provide solutions.
 - Communicate with impact.
 - Lead and work well with others.
 - Take the initiative and deliver results.
 - Be trusted, authentic and self aware.

Core Responsibilities

Implement strategies that support the success of the University

- Working in collaboration with University leaders, to drive and support the development of University policies and other initiatives relevant to research, engagement and commercialisation and leading the implementation of such initiatives where requested;

- Develop, implement and monitor a Strategic Business Plan that aims to maximise the University's performance in IP strategy, commercialisation and investment management;
- Ensure that UniSA Ventures strategies, policies and processes align with and support relevant University strategies and policies including those set by the Vice Chancellor and Deputy Vice-Chancellor: Research & Enterprise.
- Lead the overall level of service delivered by UniSA Ventures to UniSA in the context of the Services Agreement between the two parties.

Commercialisation advice, training and education

- Increase the reach that UniSA Ventures has across the University to work with, support and up skill an increasing number of research leaders to engage with and benefit from commercialisation.

Intellectual property management and strategy

- Ensure the intellectual property of the University is assessed and protected in the appropriate fashion;
- Implement the University's IP Principles into the way IP is promoted and managed;
- Increasing the deal flow for UniSA Ventures;
- Lead processes for due diligence on each active project and determine the commercial potential and if positive determine the commercialisation pathway forward which may result in the licensing of IP to an established company or the creation of a new spinout company.

Pre-seed funding and investment management

- Identify and secure existing and new sources of grant and investment funding for commercialisation projects and investee companies;
- Lead the development of investment proposals for consideration by the UniSA Ventures Board for new spinout companies and follow on investments in existing portfolio companies;
- Actively manage the UniSA Ventures equity investment fund and support the portfolio of investee and spinout companies;
- Act as the UniSA/UniSA Ventures representative on the boards of investee companies;
- Actively drive the process of technology transfer between the University's research leaders and IP licensees and/or new spinout companies;
- Manage UniSA Ventures participation in the Medical Research Commercialisation Fund (MRCF), including its position on the Investment Review Committee and relationships with other relevant Venture Capital funds.

Legal Counsel and legal advice

- Utilising the UniSA Ventures internal Legal Counsel and external support where required, ensure that appropriate legal agreements are in place for

IP licence deals, spinout companies, equity investments and other agreements that support the activities of the University (Contract R&D, Grant agreements, CDAs, MTAs etc) as they relate to supporting commercialisation.

Market and promote commercialisation outcomes to benefit UniSA

- Raise the profile and standing of UniSA Ventures within the University targeting research groups and researchers where the potential to produce IP that can be successfully commercialised exists, RIS, Finance Unit and the Division-based Business Management Units;
- Leverage and promote success in commercialisation to raise the profile of the University for external stakeholders. Demonstrating UniSA's position in the local and national innovation environments with industry and the impact and outcomes of research at UniSA.

Support staff and students as entrepreneurs

- Lead, develop and oversee initiatives to support student and staff entrepreneurship in leading and playing an active role in new companies.

Foster and maintain relationships with key stakeholders

- Foster and maintain relationships with members of the University Council and Senior Management Group, where appropriate;
- Work with researchers across the University to build an innovation culture and support systems within the University and a coordinated service delivery model;
- Maintain effective relationships with relevant external bodies including governments, other universities, industry, relevant business organisations, venture capitalists and other entrepreneurial networks.

Build and manage an effective team of UniSA Ventures staff

- Recruit, develop and retain a team of appropriately skilled, experienced and highly performing team with the required skill mix to drive the commercialisation and investment management operations of the business, including professional development activities and appropriate human resource management policies.
- Ensure existing staff are developed and future ones selected on the basis of filling more senior roles over time.

Support a high standard of governance and the UniSA Ventures Board

- Ensure that the UniSA Ventures Board is fully informed of material matters concerning UniSA Ventures at all times;
- Ensure that the UniSA Ventures Board is updated on matters directly affecting the University that may have a flow on effect to the business of UniSA Ventures;
- Present annual operating plans and budgets to the UniSA Ventures Board;

- Provide regular provision of financial and other reports against agreed KPIs (as outlined in the *UniSA Ventures 2019 Strategic Plan*) to the UniSA Ventures Board.