

# UNIVERSITY OF SOUTH AFRICA

**DEPARTMENT: Research, Innovation, and Commercialisation**  
**DIRECTORATE: Innovation, Technology Transfer, and Commercialisation**

**Business Development Specialists (P6):**  
**Physical and Life Sciences x 1**  
**ICT x 1**

**3-year Fixed Term Contract**  
(Muckleneuk Campus)

**(REF: Business\_Development\_Specialists\_FT\_NV\_63913/4)**

This position aims to undertake commercial opportunity assessments of Unisa's IP developed from its R&D activities, work with IP creators to obtain funding for further development of Unisa's IP, find and conclude licensing deals with licensees, and participate in the process of spin-out formation.

## **Requirements:**

### **Minimum Qualification(s):**

- Honours Degree or BTech or Post Graduate Diploma or Advanced Diploma

### **Experience:**

- 6 years' relevant experience in Business Development/Commercialisation/Project Management/Venture Capital space

### **Recommendation:**

- Member of AUTM and/or SARIMA
- Qualification preferred within:
  - Life or Physical Sciences disciplines for Physical and Life Sciences application
  - ICT related fields for ICT application
- Additional Preferred qualification: Master's Degree, MBA, or another commercial degree

### **Technical Competencies:**

- National System of Innovation
- Funding Landscape in South Africa
- Venture Capital Industry
- IPR Act
- Technology Commercialisation
- Deal structuring
- Stakeholder Management

### **Skills:**

- Strategic Thinking
- Innovation and creativity
- Project Management
- Communication skills

- Stakeholder Management
- Judgement and Decision Making
- Problem Solving
- Negotiations

**Abilities:**

- Communication – oral expression, speech clarity, speech recognition, written comprehension, and written expression
- Inductive Reasoning – The ability to combine pieces of information to form general rules or conclusions (includes finding a relationship among seemingly unrelated events)
- Deductive Reasoning – The ability to apply general rules to specific problems to produce answers that makes sense
- Problem Sensitivity – The ability to tell when something is wrong or is likely to go wrong. It does not involve solving the problem, only recognizing there is a problem.

**Duties:**

- Manage a portfolio of projects from assessment through technology development phases to licensing and spin-out formation, as well as post-deal management
- Identifying and crafting policies, procedures/processes, practices, frameworks, programmes, and agreements based on best practices, relevant legislation for business development and the Unisa strategic objectives
- Providing detailed market analysis reports for each technology disclosed by Unisa staff and students, as well as TISC clients
- Promoting sound institutional governance and participating in Institutional governance structures (Professional Citizenship)

**Assumption of duty** : As soon as possible

**Salary** : Remuneration is commensurate with the seniority of the position

**Closing date** : **12 September 2022**

- **All applications should reach UNISA before 16H00 on the closing date.**


**Enquiries :** **ICT & Physical and Life Sciences Business Development Specialist applications:**  
(012) 429 2066 / [vvuren@unisa.ac.za](mailto:vvuren@unisa.ac.za)  
Mrs Nadia Van Vuren (HR Contracts Appointments)

(011) 429 8913 / [nomaav@unisa.ac.za](mailto:nomaav@unisa.ac.za)  
Mr. Ayanda Noma (Director: Directorate of Innovation, Technology Transfer and Commercialisation)

The advertisement and the prescribed form (Fixed Term Application Form) can be obtained on the Unisa website: <https://www.unisa.ac.za/vacancies>

- **The complete prescribed application form must be accompanied by a Comprehensive Curriculum Vitae and Certified Copies (within the previous three months) of;**
  - identity document;
  - all educational qualifications;
  - academic transcripts/records;
  - proof of SAQA verification of foreign qualifications (if applicable)
- Unisa reserves the right to authenticate all qualifications without any further consent from the applicant.

- Unisa is not obliged to fill an advertised position
- Late, incomplete, and incorrect applications will not be considered
- Appointments will be made in accordance with Unisa's Employment Equity Plan

We welcome applications from persons with Disabilities 

- Applications can be forwarded by email to:

[vvurenm@unisa.ac.za](mailto:vvurenm@unisa.ac.za)

**ICT & Physical and Life Sciences Business Development Specialist applications**

Correspondence will be limited to short-listed candidates only. If you have not been contacted within two months after closing this advertisement, please accept that your application was unsuccessful.