

UNIVERSITY OF SOUTH AFRICA

**DEPARTMENT: RESEARCH, INNOVATION, AND COMMERCIALISATION
DIRECTORATE: INNOVATION, TECHNOLOGY TRANSFER AND
COMMERCIALISATION**

**POSITION: BUSINESS DEVELOPMENT SPECIALIST (P6) (COMMERCIALISATION):
PHYSICAL AND LIFE SCIENCES: 2-YEAR FIXED TERM CONTRACT
(MUCKLENEUCK CAMPUS - PRETORIA)**

(REF: BUS/DEV/SPEC/COMM P6/BN-2024)

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/Venture Capital space

Recommendation:

- Member of AUTM and/or SARIMA
- Qualification preferred within Life or Physical Sciences disciplines.
- 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
- 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 commercialization (e.g., Licensing and spin-out formation), as well as post-transaction 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.
- Promoting sound institutional governance and participating in Institutional governance structures (Professional Citizenship)

Salary: Remuneration is commensurate with the seniority of the position


Closing date: 9 July 2024

Enquiries: Ms B Nandi: 012 429 6176 (Human Resources)

Mr A Noma: 012 429 8913 (Research, Innovation Transfer and Commercialisation)

- **The completed prescribed application form must be accompanied BY COMPREHENSIVE CURRICULUM VITAE and ORIGINAL certified copies (within the previous six months) of.**
 - all educational qualifications,
 - identity document; and
 - proof of SAQA verification of foreign qualifications (if applicable)
- **UNISA reserves the right to authenticate all qualifications without any further consent from the applicant.**
- **The contact details of three contactable references must be provided, one of which must be from your present employer.**
- The prescribed application form is obtainable from: <http://www.unisa.ac.za/vacancies>
- **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 must be submitted clearly marked with the name of the relevant College and/or Department, the position applied for and the reference number of the position. Applications must be emailed to BusinesDevSpec@mylife.unisa.ac.za

All applications should reach UNISA before 16h00 on the closing date.

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

