



UNIVERSITY OF
LIVERPOOL

SENIOR ENTERPRISE MANAGER – BIOSCIENCES

Grade and salary: Grade 8, £47,389 – £59,966 pa

Working hours: Full time, 35 hours per week

Tenure: Fixed Term until 31st July 2027 subject to funding

Location: Hybrid working, Liverpool campus- minimum requirement of 40% on Campus, with 60% considered desirable where possible.

Faculty: Research, Partnerships and Innovation, Enterprise Team

Recruiting department contact: Email: carolyn.horrocks@liverpool.ac.uk

Job ref: 112253

The Role

Role overview and University context:

Enterprise Team

A key function of the Enterprise Team is to support the University's ambitions in creating a new approach to IP exploitation that maximises opportunities for impact and income generation, including the creation of an enterprising environment and culture.

The Enterprise Team is responsible for managing the University's IP portfolio including; IP evaluation, patent filing, IP marketing, and commercial licensing. This includes post-licensing management and royalty distribution. The Enterprise Team also manages the University's spin-out process, liaising with the University's Enterprise Board regarding company formation, and is responsible for management of the University's Enterprise Investment Fund and liaison with Enterprise Investment Group. Its success relies on delivery of efficient services to academic colleagues and stakeholders and building effective networks.

We are recruiting a Senior Enterprise Manager who will play a key role within the University's Enterprise Team ([Annual Report](#)), leading the identification, development, and commercialisation of a portfolio of IP assets in therapeutics, diagnostics and devices emerging from university research. The postholder will work in close collaboration with academic teams, external partners and stakeholders to shape and implement effective commercialisation pathways, manage intellectual property strategies, and facilitate the transfer of the University's therapeutic and diagnostic innovations into the market. The role will also contribute to embedding a culture of enterprise, innovation, and translation across the University, supporting delivery against the University's objectives and impact goals.

Key responsibilities and duties:

Working within the Medtech & Bioscience Enterprise Team to:

- Drive awareness of the importance of IP protection and commercialisation to impact.
- Maintain a strong national contact network within the pharmaceutical/biotechnology sector.
- Drive an increase in invention disclosures arising from the University's life sciences research.
- Conduct IP due diligence in relation to IP ownership, exploitation rights, prior art and FTO.
- Devise IP protection strategies for IP arising from life science research.
- Manage a portfolio of patents and projects emerging from life sciences research.
- Determine the commercial potential and routes to market for life science IP assets.
- Drive the development and implementation of life sciences IP exploitation plans.
- Proactively market life science IP to potential development partners and spin-out investors.
- Lead the negotiation, execution and management of commercial life sciences IP licences.
- Drive the preparation of business plans by potential spin-out companies in the life science.
- Devise and deliver IP related training events focussed on life sciences IP.
- Support academics in obtaining translational funding for bioscience IP development.
- Support the University's legal office with IP and commercial aspects of funding applications.
- Advise academics on IP issues when engaging with new and existing partnerships.

- Develop and implement activities to support impact.
- Support academics in submitting applications for translational funding for IP development.
- Support other members of the RPI team in delivering their objectives.
- Undertake other duties commensurate with the grade as required.

You should have a degree in a discipline relevant to the life sciences sector (or relevant professional experience). You will have demonstrable experience of IP commercialisation in the life sciences sector gained in industry or in HE. Experience of development of therapeutics or diagnostics gained in the pharmaceutical or biotechnology industry would be advantageous. An additional qualification in business or IP management would be advantageous. You should have excellent interpersonal and communication skills, both verbally and written with the ability to work within a close-knit team.

In addition to the above, all University of Liverpool staff are required to:

- Adhere to all University policies and procedures, completing all obligatory training and induction modules, including Equality & Diversity and Health & Safety.
- Respect confidentiality: all confidential information should be kept in confidence and not released to unauthorised persons.
- Participate in the University’s Professional Development Review scheme and take a proactive approach to own professional development.
- Demonstrate customer service excellence in dealing with all stakeholders.
- Embody and uphold the University’s Vision and Values.

About you

Experience
<p>Essential</p> <ol style="list-style-type: none"> 1. Track record of bioscience IP commercialisation in industry or higher education. 2. Track record of evaluating and protecting Bioscience related IP. 3. Track record of building and supporting business relationships.
<p>Desirable</p> <ol style="list-style-type: none"> 1. Developing drugs or diagnostics in the pharmaceutical or Biotechnology industry. 2. Track record of negotiating biotechnology or pharmaceutical IP licensing deals. 3. Familiarity with business plans and investment proposals for spin-out formation. 4. Familiarity with regulatory pathways for drug or diagnostic product.

Education, qualifications and training

Essential

1. Degree in a relevant life sciences discipline (or equivalent professional experience).
2. Demonstrated understanding of the pathway for development and commercialisation of pharmaceutical and diagnostic products including technology evaluation, intellectual property management, translational development, regulatory considerations and routes to market.
3. Demonstrated understanding of IP evaluation, protection and exploitation strategies in the life sciences sector.

Desirable

1. PhD in a discipline relevant to the life sciences sector.
2. Postgraduate qualification in a business-related discipline (e.g. technology management, innovation management, business administration).
3. IP related qualification.
4. Training in drug or diagnostic development and related regulatory processes.

Skills, general and specialist Knowledge

Essential

1. A knowledge of IP protection, IP rights law and IP policy.
2. A knowledge of the drug or diagnostic development process.
3. Technology and market evaluation skills relevant to the life sciences sector.
4. A working knowledge of key licensing terms and licence negotiation skills.
5. An ability to assimilate and understand scientific and technical issues.
6. Ability to work both independently using initiative, and collaboratively as part of a cross-functional team.
7. Excellent organisational skills with the ability to manage competing priorities under pressure.
8. Ability to produce clear and concise written reports, marketing materials and correspondence for both internal and external stakeholders.
9. Ability to explain complex information, including decisions, clearly, concisely and diplomatically both in writing and in person.
10. Excellent presentation skills and ability to pitch Liverpool opportunities to external partners, investors and collaborators
11. Ability to negotiate agreements with internal and external partners
12. Well-developed IT skills e.g. MS Office skills and research utilising web-based resources.

Desirable

1. Familiarity with business plans and spin-out formation in the life sciences sector.
2. Familiarity with business tools such as value proposition and business model canvases.
3. Familiarity with public-private collaborations in the life sciences sector.
4. Presentation and pitching skills.
5. Project management skills and experience.
6. Sales and networking skills relevant to the life sciences sector.

Personal attributes

Essential

1. A team player supportive of other colleagues.
2. Proven ability to work with minimum of supervision with respect to non-routine matters.
3. You will bring a positive and proactive approach, organisational skills and the ability to prioritise when managing a large portfolio together with the tenacity to overcome challenges.
4. Provides a professional consistent level of service when dealing with diverse internal and external stakeholders including academics, industry, investors, consultants and other partners.
5. Able to travel nationally and internationally as needed to fulfil the requirements of the role.
6. Ability to work flexibly as needed to fulfil the requirements of the role.

About us

Established in 1881, we are an internationally renowned Russell Group university recognised for our high-quality teaching and research. We are consistently ranked as one of the best [universities](#) both nationally and globally, and the majority of our research is rated world leading or internationally excellent. [Find out more about us.](#)

Why Work Here

We recognise, appreciate and celebrate the incredible work our staff do every day. As well as generous terms and conditions, we offer a range of enviable benefits and provide support for colleague's wellbeing and development. Discover more [about working here.](#)

Moving from abroad

As a global institute, we welcome applicants from all nationalities, moving from a different country can be challenging and we would like to help as much as we can, we have put together some information on eligibility to work documentation, accommodation, schools, healthcare, life in Liverpool and the UK as well as other practical information. Discover more about [moving from abroad.](#)

Our Staff

Whether it be their friendly colleagues, supportive managers or our outstanding facilities, our staff can explain better than anyone what it is like to work for us and why they enjoy their role. See what our [colleagues have to say](#).

How to Apply

Application process

Our e-recruitment system enables you to register for an online account, where you can view, copy and edit your applications. Set up your account on our [Vacancies Portal](#).

Once you submit your application you will receive an automatic email acknowledgment. You can view your application at any time by clicking into the application history section of your account.

The recruiting department will endeavour to respond to each application. However, if you have not heard within six weeks of the closing date, please take it that your application has not been successful on this occasion.

Job description

After the closing date this job description will be removed from our website. Should you wish to refer to this information at a later date please ensure you save a copy of this document.

Right to work

We have a legal responsibility to ensure that you have the right to work in the UK before you can start working for us. If you do not have the right to work in the UK already, any offer of employment we make to you will be conditional upon you gaining it. The UKVI have an interactive tool allowing you to immediately see if vacancies are eligible for a Skilled Worker visa. You will need to know the SOC code for the role, view our [most used SOC codes](#), if none of these apply to this role, there are more codes on the eligibility checker. The skilled worker eligibility checker can be found on [GOV.UK](#).

Disabilities and alternative formats

If you have any other requirements which will help you access the application or interview process or employment opportunities at the University, or if you require copies documentation in alternative formats, please email: jobs@liverpool.ac.uk or telephone 0151 794 6771.

