



Central University of
Technology, Free State

JOIN THE TEAM

Ubuntu

Integrity

Diversity

Innovation

Excellence

Commercialisation Specialist (P8)

Bloemfontein Campus

Research, Innovation and Engagement | Innovation and Technology Transfer | Ref 6040



About the
position

Main purpose of the job

The Commercialisation Specialist will be responsible for the maturing and commercialising of intellectual property (IP) emanating from CUT's research and development activities. This involves three key activities:

- i. Development of a commercialisation strategy for all IP in the CUT portfolio
- ii. Facilitating funder relationships in order to secure funding to enable technology maturation.
- iii. Commercialising IP by identifying suitable licensees, structuring deals and participating in the CUT team negotiating the terms of license agreements; or advising academics on the creation of spin-out companies and associated business plan development, where appropriate.

The incumbent will provide support that stretches over multidisciplinary areas including techno-economic evaluation; market research; commercialisation strategy development; fundraising; innovation project management; internal and external stakeholder engagement; marketing and promotion of CUT technologies, input into IP management gate reviews and supporting IP transactions and sharing of knowledge with regional and national innovation ecosystem.

Main tasks

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|---|--|
| 1. Commercialisation Strategy and Technology Development | 2. Commercial Analysis and Market Research |
| 3. Intellectual Property/ Technology Marketing | 4. Innovation Funding and Seed Fund Management |
| 5. Business Plan / Funding Proposal Review and Start-up Support | 6. General Operational Support |



About the
appointment

Nature of appointment

Fixed-Term 3-Year Support Services Contract

Minimum salary scale (Total Cost to Company)

R636 688 per annum

Note: CUT applies an internal parity model to determine remuneration that complies with the principle of "equal pay for work of equal value". Accordingly, the preferred candidate may expect an offer that is in line with their qualifications and years of similar experience. Please contact the Recruitment office for more information on the applicable salary scale.



What are we
looking for?

Minimum Qualification/ Knowledge and/or Experience

- A Bachelor of Science (Honours) or a Bachelor of Engineering (Honours) or a postgraduate qualification in a related technical field.
- Four years relevant experience in the technology/IP commercialisation environment or a new product development environment
- Experience in managing innovation projects
- Experience in the management of innovation funding mechanisms

Desired Qualification, Knowledge and/or Experience

- A postgraduate qualification (MSc or MEng minimum) in a technical field, plus a business or commercial qualification
- Formal training in project management or experience in managing multi-disciplinary and multi-party projects, in the new product development / innovation space.
- Professional registration is recommended



Interested?

Job-Related Enquiries

Mr F Matongo fmatongo@cut.ac.za

Remuneration, Benefits and Process Enquiries

Recruitment Office jobs@cut.ac.za

To find out more or to apply, visit www.cut.ac.za/careers or
<https://cut.job.skillsmapafrica.com/>

CLOSING DATE FOR APPLICATIONS – 8 April 2022

THINKING BEYOND