

Position: Associate Consultant- Licensing & Technology Commercialization

Number of Positions: One (01)

Position Code: CON-39

Consolidated Fee: The consolidated fee for Associate Consultant shall be Rs. 75,000/- per month.

Duration: The engagement is contractual initially for a period of one year which is extendable based on performance and organizational priorities.

Job Description: The Consultant-Licensing & Technology Commercialization shall work closely with IP & Tech Management division of BIRAC for identification, protection and commercial exploitation of IPRs developed by the Universities/Start-ups through a variety of commercial arrangements including licensing and start-up creation.

Key Responsibilities:

- Evaluates new inventions for market and commercial potential.
- Technology scouting Nationally as well as Internationally.
- Initiate proactive marketing strategies to target potential Industry licensees.
- Valuation of technologies.
- Design and propose initial term sheets for licensing deals based on a variety of factors, including but not limited to established licensing norms and internal/external market comparables.
- Conducts licensing strategies and draft licensing agreements.
- Conducts negotiations with potential licensees.
- Oversees the administration of complex active license and related research agreements.
- Provides support in the general maintenance of the patent portfolio including working closely with investigators to solicit invention disclosures.
- Fosters relationships between licensee and faculty/staff inventors to aid in commercialization of licensed IP, including the facilitation and encouragement of sponsored research in the inventors' laboratories.
- To support nurturing and structuring industry-academia partnerships and post licensing monitoring.
- Performs other duties as assigned.

Qualification:

Essential:

- M.Sc./M. Tech in Life Sciences/Bio-Technology/Pharma/Agri/Plant sciences.
Or
- MBA in Technology Management from a recognized institute.
- Certificate in IP or Technology Management.

Desirable/Preferable:

- c-RTTP/RTTP professional
- Degree in Law

Work Experience:

- Post qualification between 03 to 10 years with Minimum 02 years of experience in Technology Transfers & Licensing (which includes identification, evaluation, marketing, valuation, negotiation and commercialization of technologies/IPRs) in industry or university technology transfer setup.
- Should have drafted, executed at least 3-5 licensing agreements, material transfer agreements including at least for 3-4 large companies and must have experience in managing or advising spin-outs.
- Have worked with University's Technology Transfer Offices, Central/State Government or Autonomous Institutions or Public Sector Undertakings or any reputed organization.

Maximum Age: Maximum 45 years as closing date of vacancy.