

Position: Associate Consultant- Business Development & Licensing		Position Code: CON-48
Number of Positions: One (01)		
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:		Qualification:
<ul style="list-style-type: none"> ▪ Review and assess new invention disclosures for market and commercial potential. ▪ Develop Technology Marketing strategies, prepare non-confidential technology summaries/slide decks ▪ Identify potential licensees and contact within the company to showcase the innovations for commercialization. ▪ Valuation of technologies. ▪ Draft and negotiate initial term sheets for licensing deals ▪ Participate in licensing negotiations with potential licensees and draft license agreements, option agreements. ▪ Draft, negotiate and manage contracts related solely to tangible research materials (MTA). ▪ Monitoring of active licenses and related research agreements. ▪ Assess new opportunities from a scientific and marketing point of view and scout technologies Nationally as well as Internationally. ▪ Identify new opportunities (technology acquisitions, co-development, technology in/out-licensing). ▪ Proactively identify, establish, and maintain relations with industry and investors. ▪ 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. ▪ Performs other duties as assigned. 		<ul style="list-style-type: none"> ▪ Essential: Master's degree in any field of Life Sciences including Pharma.Certificate in IP or Technology Management. <p>Desirable/Preferable:</p> <ul style="list-style-type: none"> ▪ c-RTTP/RTTP professional. ▪ MBA/MS in Technology Management with B.Sc. as basic degree ▪ Doctoral Degree in Life Sciences field. <p>Work Experience:</p> <ul style="list-style-type: none"> ▪ Post qualification experience between 3 years and 10 years with minimum 01 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 2 licensing agreements, material transfer agreements ▪ Have worked with University's Technology Transfer Offices, Central/State Government or Autonomous Institutions or Public Sector Undertakings or any reputed Public or Private organization. <p>Maximum Age: Maximum 45 years as closing date of vacancy.</p>