

## **IMDEA Nanociencia.**

### **Strategic Industrial Partnerships Office position (Ref. SO.SIPO.1)**

IMDEA Nanociencia is offering a position in the Strategic Industrial Partnerships Office (SIPO) within the framework of the ("Severo Ochoa" Programme for Centres of Excellence).

#### **Strategic Industrial Partnerships Office (SIPO)**

This Office is responsible for interacting with commercial companies and researchers to identify new potential strategic partnerships for R&D projects. Also, assess the commercial potential and suitability for patent protection of ongoing research results. When a decision is made to invest in intellectual property protection, the SIPO shall thereafter have the responsibility to seek out potential private sector receptors to commercially exploit the intellectual property (technology). This open SIPO position reports to and is accountable to the Executive Manager and is responsible of industrial relations and intellectual property management within the centre, playing an active role in the identification, protection and the commercial exploitation of intellectual property (technology) developed by researchers through a variety of commercial arrangements including licensing and start-up company creation.

#### **Personal Skills**

- Initiative and autonomy in the performance of duties.
- Good social, communication and sales skills.
- High organizational and planning capacity.
- Demonstrated ability to work in teams, executive plans with quality and care.
- Excellent interpersonal and business skills
- Dynamic and entrepreneurial attitude. Good level of knowledge of general topics in nanotechnology.
- Bilingual fluency in English language both spoken and written.

#### **Functions and Tasks**

- Design, in collaboration with the Institute's senior management, a strategy for the SIPO with specific goals and objectives.
- Execute the implementation of said strategy by planning available resources and necessary means.
- Develop and execute specific programmes for the establishment of a network of strategic alliances with relevant industries, especially those sectors related to the "Severo Ochoa Centre of Excellence" project.
- Develop, within the framework of this strategy, a programme for each of the main industrial sectors in order with the most relevant scientific programmes, in particular those included in SO Project.
- Prepare business cases or plans, facilitate the creation of technology prototypes or demonstration projects, and prepare funding proposals to various programmes that support commercialization of new technology.
- Attend meetings with private and government/public sector officials and to attend

and/or make presentations at relevant conferences to support specific technology transfer activities and to promote and enhance the IMDEA Nanociencia public profile.

- Produce content specific rising awareness among industry of the work carried out at the centre.
- Promote the relationship of IMDEA Nanoscience with private sector leaders, CEO's entrepreneurs.
- Coordinate our presence in relevant associations and forums related to technology transfer and public-private partnerships in R&D.
- Edit an annual report and justification of TT activities activity.
- Scout for new opportunities to engage in private funding projects. Manage patent applications and IP protection.
- Develop further the existing network of contacts with companies specialized in the development of commercial applications, based on nanoscience and nanotechnology.

#### **Application Requirements**

- Higher education in a scientific, technical, educational or communications area.
- Postgraduate qualification (master's degree) in business or Innovation management will be greatly valued.
- Proven ability for negotiation and sales skills in the private sector
- Experience of at least 3 years in similar OTT positions
- Good knowledge of IP and patent legal framework

#### **How to apply:**

- Applications should be sent electronically to [jobs.nanociencia@imdea.org](mailto:jobs.nanociencia@imdea.org).
- One file (in PDF format) including the following documents (note the limitations in the number of pages):
  - Statement of motivation, max. 1 page
  - Resume (business format)

**Deadline for applications:** December 10th 2017

#### **Benefits**

- Selected candidate will be expected to start in early 2018.
- We initially offer a one-year contract with the possibility of renewing for additional years, if results are satisfactory. Gross salary will be according to selected candidate's qualifications, within the limits set by legal regulation in Spain, and according to remuneration scales in place at IMDEA Nanociencia.