



## Job Description

This form summarises the purpose of the job and lists its key tasks. It is not a definitive list of all the tasks to be undertaken as those can be varied from time to time at the discretion of the School, in consultation with the postholder.

**Job title:** Research Innovation Manager

**Department/Division:** LSE Research and Innovation  
**Accountable to:** The Head of Innovation

### Job Summary

LSE is a leading social science institution with some of the greatest global impact. Our researchers are world-leading thinkers on critical issues, and our mission is the better of society.

The Research Commercialisation Manager will work with the Head of Innovation to build and manage a portfolio of commercialisation projects, providing expert technical support in all aspects of the research commercialisation process and professional support in the engagement with potential clients.

### Duties and Responsibilities

The principal responsibilities of the Research Innovation Manager are to:

- Identify research across the School with the potential for commercial benefit, and promote the advantages of commercialisation to an academic audience, including the research impact benefits
- Create and sustain networks of business representatives and investors with interest in potential business applications of research
- Develop novel approaches to 'technology transfer' appropriate for research ideas emanating from the social sciences
- Manage a portfolio of commercialisation projects at different stages with a diversity of commercialisation strategies and involving many different academics, prospective licensees, investors and other project stakeholders.
- Identify commercially valuable Intellectual Property (IP) arising from School research, and obtain appropriate IP protection and investment of proof-of-concept funds to enable its successful commercial exploitation and realization of value. Build, maintain and support new opportunities pipeline from an investment perspective. Work with external partners to develop and deliver funding applications, UK & EU focused.
- To build strong commercial and IP cases and strategies in line with developing the full potential of a project
- Initiate contacts with suitable/potential commercial partners and actively engage them in the review, evaluation and successful commercialisation of technology opportunities.
- Manage and maintain the commercialisation project pipeline and IP databases.
- Liaise and collaborate with other support services to coordinate support for translational and commercialisation projects as required. The LSE Innovation Team will work closely with colleagues across the School represented in the Business Engagement Network (including the Research Development Team, LSE Consulting, LSE Generate (the student entrepreneurship



team), Foundation and Business Partnerships Team, and the Philanthropy Team) to provide an integrated approach to supporting the full lifecycle of research.

- Collaborating with those responsible for managing the School's IP portfolio in progressing the School's stage gate triage of patent filing, prosecution and negotiation of licence terms, providing support for decision, including due regard to the commercial terms including premiums and royalties in order to balance the direct financial return to the School with furthering the impact agenda and increasing research funding.
- Negotiate and conclude appropriate agreements to cover all aspects of research commercialisation with all relevant internal and external parties including commercial licences and assignments, ensuring that the School and Research and Innovation are not exposed to undue risk, taking advice from colleagues and the School's Legal Services Office and external agencies including patent agents, consultants and lawyers as appropriate.
- Work with academics to (i) determine the research / prototypes / commercial analysis needed to develop the value of the technology and make it more attractive to licensees and investors, (ii) help them to find and secure translational funding to achieve that goal
- Undertaking market analyses to identify potential research beneficiaries and target markets.
- Advising on and influencing the Management Team on the strategic direction for the business and appropriate commercial opportunities to be gained.
- Co-ordination with the senior management colleagues to avoid potential crossover /duplication.
- Manage and be responsible for commercializing a substantial active portfolio of cases and for post deal management of completed deals. Manage advanced IP protection including discussion and working with patent agents to achieve appropriate protection within agreed timescales.
- Market commercialisation offers by carrying out the following:
  - Evaluate new disclosures, assess market potential of projects, and lead the development and implementation of translation and commercialisation plans with LSE academics
  - Market evaluation: size, dynamics, segmentation
  - Preparing marketing materials
  - Identification of suitable marketing channels and potential commercial partners
- Managing the commercial due diligence of potential and actual IP including collaborating with School colleagues in configuring and implementing appropriate marketing research and licensee search projects and liaising with other appropriate staff in setting up and managing formal projects where required by potential markets.
- Support the development of an ongoing programme of training to raise awareness and understanding of the importance of research commercialisation and the associated pathways to impact.
- Support academics in accessing translational funding support for their projects where appropriate, working with colleagues in the Research Development Team.
- Identify and engage with potential licensees, partners, investors and other stakeholders, and negotiate license agreements and other contracts in consultation with legal advisors.
- Prepare regular reports to communicate project progress for the Director of Research Commercialisation, the Director of LSE Research and Innovation and the Strategic Director for Innovation.
- To produce appropriate reports and data analyses, covering external funding applications and associated intellectual property rights etc. to inform management on a regular basis.

Any other duties appropriate to the role required by the Director of Research Innovation.

### **Flexibility**

To deliver services effectively, a degree of flexibility may be required in the duties performed in order to meet the exigencies of service. Job roles may also naturally develop over time and ongoing substantial changes to a role will be discussed between line managers and their staff, with job descriptions updated as and when appropriate.

**Equity, Diversity and Inclusion (EDI)**

LSE is committed to building a diverse, equitable and truly inclusive university. All posts (and post holders) will seek to ensure diversity and inclusion, while opposing all forms of unlawful and unfair discrimination on the grounds of age, disability, gender identity, marriage and civil partnership, pregnancy and maternity, race, nationality, ethnic or national origin, religion or belief, sex and sexual orientation, or social and economic background.

**Ethics Code**

Posts (and post holders) are assumed to have a responsibility to act in accordance with the School's Ethics Code and to promote the principles and values that the Code enshrines. The Ethics Code clearly states that the whole LSE community, including all staff, students, and governors of LSE, are expected to act in accordance with the principles which are set out in the Code. As such you are required to read and familiarise yourself with it. The School's Effective Behaviours Framework is designed to support this Code. It sets out examples for the six behaviours that all staff are expected to demonstrate, these can be found on the following link: [click here](#)

**Environmental Sustainability**

The post holder is required to minimise environmental impact in the performance of the role, and actively contribute to the delivery of the LSE Environmental Policy.