



DIVISION: TTO

DEPARTMENT: TTO

POST: Commercialisation Manager  
(3 years fixed term contract)

POST N<sup>o</sup>: 7474  
PEROMNES GRADE:06

**JOB DESCRIPTION:**

Key performance areas include but not limited to:

- Develop and maintain relationships with faculty researchers and students.
- Establish a collaboration network between industries, the Technology Transfer Office, and the community.
- Assess the invention/innovations disclosed to the OTT.
- Decide which of the disclosed inventions is suitable for commercialisation.
- Support filing and protection of commercially feasible intellectual property.
- Discover opportunities for alignment of industry and create national and international partnerships.
- Draft a commercialisation strategy for the inventions.
- Facilitate the development of an entrepreneurial culture.
- Acting as an observer/adviser at company board meetings.
- Be informed and in touch with services, programs, and capabilities of the private, public, and non-profit to facilitate and leverage the commercialisation of the institution's intellectual property.
- Increase the institution's commercial portfolio.
- Regularly update the management and NIPMO on the stage's commercialisation of the institution's products.
- Facilitating the completion of internal documentation (researcher agreements, licensing agreements).
- Keeping a record of statistical data (royal revenue generation, number of products commercialised).
- Manage the capital request and budgeting process.
- Generate financial reports.
- Assisting in the procurement of grants.
- Securing technology commercialisation funding support from a variety of government programs.
- Negotiate for equity investments and licensing contracts.

**APPLICATION CRITERIA: 8 March 2024**

**Qualification and Experience:**

Required

- An honours or B-Tech degree in Science, engineering, Commerce or Law
- A Masters degree in Engineering, Business or Law.
- 3 to 5 years working experience with 3 years' relevant experience.

Added Advantage

- Experience in Technology Transfer Environment
- Project management and Commercialisation experience
- Proven experience in policy development and implementation.
- Proven experience in strategy development and implementation

**Skills and Competencies:**

- Ability to translate research ideas into funding proposals, particularly understanding the potential commercialisation outcomes.
- An understanding of the South African and international patenting processes.

**CLOSING DATE FOR APPLICATIONS:**

Applications should include:

1. A fully completed prescribed application form which can be obtained from [www.vut.ac.za](http://www.vut.ac.za)
2. A detailed curriculum vita (explicitly stating experience or knowledge in the above-mentioned fields)
3. Certified copies of all qualifications
4. Certified copy of ID
5. Current contact information of referees
6. Please email applications to [recruitment5@vut.ac.za](mailto:recruitment5@vut.ac.za) and quote the post reference and post description in the subject line.
7. No manual applications will be accepted. Incomplete applications or applications without the application form and required documents will be disregarded.
8. Only applications made on our application for employment form would be considered.
9. Communication will be entered into with short-listed candidates only. If you don't hear from VUT within 3 months deem your application as unsuccessful.

Enquiries may be directed to:

HR Practitioner: Ms Angie Moeti, Tel 016 950 9452 / email address: [angie@vut.ac.za](mailto:angie@vut.ac.za)

HR Practitioner: Ms Glenda Dibakwana, Tel 016 950 6767 / email address: [glendad@vut.ac.za](mailto:glendad@vut.ac.za)

**Please Note: Submission of such copies entitles Vaal University of Technology to authenticate the qualifications without any further consent from the applicant. Candidates with foreign qualifications must submit a SAQA certificate of evaluation. Vaal University of Technology is an equal opportunity and affirmative action employer, which is committed to the implementation of its employment equity plan. People from designated groups are encouraged to apply. Only shortlisted candidates will be contacted.**

**VUT reserves the right not to make an appointment**

**By applying for this position, you give permission to share your information with the selection panel or the relevant people involved in the recruitment process.**

