

Helpdesk Report: Commercialisation Enterprise Manager

by

Incomes Data Research

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This report has been produced by Incomes Data Research Limited as part of the ECC Labour Market and Pay Data Service.

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1. Introduction

This report has been prepared by Incomes Data Research (IDR) and, as requested, it provides market salary data for the following role(s):

- Commercialisation Enterprise Manager

2. Market salary data

This section presents the market salary data. We aim to provide a minimum of three sources of information for each job to enable ‘triangulation’ of the results, and thereby provide the widest possible assessment of the market for this role.

2.1. Market data

The following sections provide the aggregate market salary for full-time Commercialisation Enterprise Manager.

2.1.1. IDR data

The following tables contain data from IDR Pay Benchmarker, our online database of salary information. This data has been collected by IDR directly from employers through surveys and bespoke data collection for the IDR Pay Benchmarker service.¹

Role	Count	Median salary
Project Manager, manufacturing and primary industry, level 8	5	£60,000
Project Manager, public sector, level 8	16	£51,616
Project Manager, public sector, level 8		

Source: IDR Pay Benchmarker.

¹ Refers to the IDR Job Level. These typically cover the following types of roles: 1 and 2, admin, support and manual roles; 3 and 4, secretarial and craft roles; 5 and 6, vocational and supervisory; 7 and 8, professional and managerial; 9, senior management; 10a and 10b, directors; 11, senior directors/chief executives.

3. Job advertisements

This section details current comparable vacancies from our database of advertised positions.

3.1.Data

Job advertisements

Organisation	Job title	Min	Max
The University of Manchester	Cancer Commercialisation and Innovation Facilitator	£42,149	£51,799
University of Reading	IP and Licencing Manager (Research)	£41,526	£51,034

3.2.Job advertisements

The following pages present the job advertisements for the above vacancies.



The University of Manchester

Cancer Commercialisation and Innovation Facilitator

The University of Manchester - Manchester Cancer Research Centre (MCRC)

Location:	Manchester	Placed On:	8th October 2021
Salary:	£42,149 to £51,799 per annum, depending on relevant experience	Closes:	3rd November 2021
Hours:	Full Time	Job Ref:	BMH-017628
Contract Type:	Fixed-Term/Contract		

[View Employer Profile](#)

[Apply](#)

Join the interface between scientific innovation and commercial development as a Cancer Commercialisation and Innovation Lead/Business Partner– and help in our mission to cure cancer faster.

An exciting opportunity has arisen for a talented individual to join the Manchester Cancer Research Centre (MCRC) as a Cancer Commercialisation and Innovation Lead. This is a unique and exciting role which works across the MCRC partners (the University of Manchester, the University of Manchester Innovation Factory, the Christie NHS Foundation Trust and Cancer Research UK), to help us to identify, develop and protect science to convert discoveries into drugs, diagnostics and digital medicine. It will be a challenging and rewarding role – one you'll thrive on as a core member of the MCRC, Innovation Factory and CRUK Commercial Partnerships Teams, as you build relationships and encourage a spirit of innovation and entrepreneurship across the scientific community.

As a Cancer Commercialisation and Innovation Lead you will use your scientific knowledge, leadership and in-depth experience in translating discover research and pre-clinical science to:

- Lead the identification and triaging of innovation and commercialisation opportunities generated by researchers and clinicians in the Partner Organisations.
- Become the expert via developing a comprehensive understanding of the commercialisation pathways and processes used by each of the Partner Organisations to achieve impact from innovations and IP and use this expertise to make decisions and recommendations regarding potential opportunities.
- Identify and deliver initiatives to expand the pool of research and clinical innovators within oncology by regularly liaising, engaging and consulting with researchers and clinicians.
- Lead and manage the portfolio of all opportunities and projects, tracking progress, budget, risks and other key information.
- Support academics to think differently about their research, to be more commercially minded, to drive a culture change and to help academics along the 'Innovation Pathway' though engaging with business and then looking at the potential of their own research.

If this sounds like a challenge you want to take on we would love to hear from you! We've tried to keep this short but have included a full job description below. The role is full time and opportunities exist for flexible working.

DBS Check will be required.

As an equal opportunities employer we welcome applicants from all sections of the community regardless of age, sex, gender (or gender identity), ethnicity, disability, sexual orientation and transgender status. All appointments are made on merit.

Please note that we are unable to respond to enquiries, accept CVs or applications from Recruitment Agencies.

Enquiries about the vacancy, shortlisting and interviews:

Name: Dr Claire Trinder C/o Christine Tracey (EA)

Email: christine.mullen@manchester.ac.uk

General enquiries:

Email: hrservices@manchester.ac.uk

Technical support:

<https://jobseekersupport.jobtrain.co.uk/support/home>

This vacancy will close for applications at midnight on the closing date.



University of Reading

IP and Licencing Manager (Research)

University of Reading - Knowledge Transfer Centre

Location:	Reading	Placed On:	24th September 2021
Salary:	£41,526 to £51,034 per annum.	Closes:	29th October 2021
Hours:	Full Time	Job Ref:	SRF36509
Contract Type:	Permanent		

[Apply](#)

We are seeking to appoint an experienced Intellectual Property and Licencing Manager (Research) who is both strategically minded and outcome orientated to provide advice, leadership and support in relation to the identification, protection and exploitation of intellectual property (IP) arising from academic research. The successful candidate will join the knowledge exchange and commercialisation team within the Knowledge Transfer Centre (KTC) working with other professional colleagues from across the University, namely Legal Services, Research Contracts and the University's Copyright and Compliance Officer to drive forward the University of Reading's innovation ecosystem.

As IP and Licencing Manager (Research) you will:

- Build effective working relationships with academic and professional services colleagues to identify potential Intellectual Property arising from university research activity.
- Work with relevant professional colleagues to design, implement, deliver and review the Strategy, plans, processes and policies required for effective and beneficial IP management of academic research.
- Stimulate awareness of the importance of managing and protecting intellectual property arising from research and commercial opportunities to the academic community and encourage an innovative and entrepreneurial culture within the University.
- Drive forward the commercialisation of academic research by working collaboratively on the development and delivery of appropriate commercialisation strategies to identify, protect and exploit intellectual property assets, and growing the University's licencing portfolio.
- Determine the scope and lead the delivery of the required IP and commercial due diligence (liaising with relevant professional services colleagues) and freedom to operate in relation to innovation disclosures from academic staff and prepare written, evidence-based recommendations on the commercial [or impact] opportunity. This includes providing clear and transparent support to academic colleagues in order to support development of promising projects and refocus those that are out with required scope.

Interested applicants are welcome to contact the Director of the Knowledge Transfer Centre, Susan Matos or Carol McAnally, Head, Business Relationships and Commercialisation.

Interview date: 12 November 2021.

Informal Contact Details

Contact role: Head, Business Relationships and Commercialisation.

Contact name: Carol McAnally

Contact email: c.l.mcanally@reading.ac.uk

Alternative Informal Contact Details

Contact role: Director, Knowledge Transfer Centre (Deputy Commercial Director)

Contact name: Susan Matos

Contact email: s.t.matos@reading.ac.uk

Applications from job seekers who require sponsorship to work in the UK are welcome and will be considered alongside all other applications. By reference to the applicable SOC code for this role, sponsorship may be possible under the Skilled Worker Route. Applicants should ensure that they are able to meet the points requirement under the PBS. There is further information about this on the [UK Visas and Immigration Website](#).

The University is committed to having a diverse and inclusive workforce, supports the gender equality Athena SWAN Charter and the Race Equality Charter, and is a Diversity Champion for Stonewall, the leading LGBT+ rights organisation. Applications for job-share, part-time and flexible working arrangements are welcomed and will be considered in line with business needs.