

BUSINESS DEVELOPER PHOTONICS

The mission of the Industrial Research Fund of the Ghent University Association is to market innovative knowledge and technology. In this framework, UGent is looking to hire entrepreneurial and proactive persons able to develop relations with industrial partners in an innovative environment.

Job description

The UGent has a strong international reputation in the broad domain of photonics and optics. Some 20 professors perform research on new concepts, methods and technologies for materials, components and systems that are based on light and that find their application in information technology, sensors, life science and energy. These multidisciplinary, cross-faculty activities have been clustered in the Center for Nano- and Biophotonics (NB-Photonics) for about ten years. In addition to scientific research, the mission of NB-Photonics is to optimally commercialise the accumulated academic knowledge in an industrial context, with operational funding from UGent's Industrial Research Fund (IOF). NB-Photonics has a wide IP portfolio; over the last few years it has established five spin-offs. This business development centre has a vacancy for the position of Business Developer.

You will continue to expand the existing structure consisting of several complementary UGent research groups (business development centre) aimed at active market introduction and the further development of innovative research results in the domain of photonics. In particular you will actively supervise our valorisation efforts and the continued development of our technological expertise through new valorisation projects. In addition, you will be expected to promote the consortium's image within the industrial sector both in Belgium and abroad, track down and actively market new technologies originating from within the consortium, set up large-scale development projects together with the industry, and support and actively coach group leaders within the consortium during the commercial development of their research. In your daily duties you will also act as liaison between the research groups and the central UGent TechTransfer department.

Your tasks will focus on further developing and then transferring new technologies to the industry while working to increase UGent's IOF performance parameters. Your primary responsibilities will consist of, but not be limited to:

- identifying and marketing directly usable research results within the photonics consortium by concluding R&D contracts, licensing agreements or establishing spin-offs;
- increasing cooperation (including research cooperation) with industry (i.e. concluding bilateral research contracts);
- stimulating and supporting participation in industrial research programmes (e.g. via VLAIO, EU, etc.), in particular establishing multi-partner projects;
- identifying, consolidating and following up on strategic partnerships with economically relevant market players that contribute added value to the consortium;

- encouraging the setting-up of internal partnerships with a view to developing technology platforms;
- stimulating and assisting in technological development and commercialisation (IP, industrial proof-of-concept, marketing, etc.);
- handling internal organisational matters for the consortium in consultation with the director of NB-Photonics (project management, financial management);
- promoting the consortium's image at national and international level among companies and the authorities via seminars, workshops, website, business events, etc. with a view to the development of partnerships.

Profile

- You have thorough scientific knowledge and expertise in the domain of photonics or optics;
- Preferably you hold a PhD;
- You have at least 2 to 3 years of relevant industrially-oriented work experience in the photonics/optics domain with respect to at least two of the following aspects:
 - Commercialisation of innovative research results in general;
 - accumulating an IP portfolio and marketing it by concluding licences;
 - business development in a business-to-business environment or academy-to-business environment;
 - R&D and project management;
 - establishing multi-partner consortia in the framework of industrial research programmes (European, regional);
 - establishing spin-offs.
- You have an affinity with both the academic and business sectors and can expertly deal with projects independently and as part of a team while ensuring timely delivery;
- You have an entrepreneurial mindset, a strong personality and work in a result- and service-oriented manner;
- You have solid communication skills (in Dutch and English), are an effective mediator, have a good overall appearance and are flexible;
- You have a relevant international network.

Experience or training in the following elements is an asset:

- Experience in project management and the contractual aspects of research projects and valorisation projects;
- Experience in marketing, prospecting for new partners, conducting PR and developing professional networks;
- Experience in establishing and coordinating cross-domain and multidisciplinary structures;
- Additional business-oriented education (e.g. MBA).

Our offer

We offer you solid career prospects in the context of a stimulating employment status, which will largely depend on your knowledge and experience.

This position involves a contractual appointment of indefinite duration. For more information on the business development centre, employment regulations, career path outlines, etc., please visit the UGent TechTransfer Department's website (www.ugent.be/techtransfer) or use the contact information below.

Additional information

For more information, please contact Dr. Ingrid Merchiers, IOF Coordinator, on 09/264.99.51 or via email at Ingrid.Merchiers@UGent.be or contact Prof. Dr. Roel Baets, Director of NB Photonics, on 09/264.33.29 or 0496/559975 or

via email at Roel.Baets@UGent.be.

Applications

Please submit your detailed application by no later than Monday **30 January 2017**. The mandatory application form can be downloaded at www.ugent.be/techtransfer (news). Once completed, this application form must be sent along with a cover letter to the Chairman of the IOF Council, Prof. Herman Van Langenhove via email at Ingrid.Merchiers@UGent.be.