



MALAWI UNIVERSITY OF SCIENCE AND TECHNOLOGY

JOB VACANCY: SENIOR RESEARCH FELLOW (TECHNOLOGY COMMERCIALISATION AND NEW VENTURE DEVELOPMENT)

THE ORGANISATION

The Malawi University of Science and Technology (MUST) is the fourth Public University established by the Government of Malawi in December, 2012. The University is situated in the beautiful highlands of Thyolo District, about 27 kilometres East of Blantyre City. It has four Schools: Malawi Institute of Technology (MIT); Ndata School of Climate and Earth Sciences (NSCES); Academy of Medical Sciences (AMS); and Bingu School of Culture and Heritage (BISCH). In addition, the University has Centres, including (i) Centre for Strategic Studies, (ii) Centre for Clinical Studies, (iii) Centre for Climate Change and Disaster Risk Management, and (iv) MUST Institute for Industrial Research and Innovation (MIIRI).

The University would like to engage a suitably qualified person to fill the position of **Senior Research Fellow--Technology Commercialisation and New Venture Development** tenable in the MIIRI.

GENERAL DESCRIPTION OF THE JOB

Reporting to the **Director for MIIRI**, the **Senior Research Fellow--Technology Commercialisation and New Venture Development** shall be responsible for the development and implementation of strategy and initiatives that will serve to advance the commercialization of innovation and technologies created by MUST students and stakeholders to support the entrepreneurial culture and programmes at the University. The Senior Research Fellow is responsible for primary oversight and management of new initiatives of Technology Commercialization (TC) and New Venture Development (NVD). This position will provide leadership and develop programmes to align the strategy and activities of these two groups for the benefit of the faculty, the University and the local ecosystem.

KEY DUTIES AND RESPONSIBILITIES

Among others, the Senior Research Fellow shall be expected to perform the following duties:

- Supporting the establishment of MUST Technology and Innovation Garage;
- Contributing to the development of Garage capacity building programmes;
- Supporting faculty and students innovators;

- Preparing Terms of Reference and calls for proposals for collaborative research in the field of Science, Technology and Innovation;
- Overall oversight of the MUST Idea Bank;
- Developing project proposals with Schools, Departments or Unit Managers, finance and relevant support functions and ensure stakeholders participation prior to submission to donors;
- Designing training programmes/materials and identifying industry coaches to advance community, industry and University innovations;
- Initiating research and capacity building programmes in the field of innovation, industrial development and transformation.
- Designing innovation management functions;
- Compiling monthly consolidated research reports or update for MIIRI Director;
- Presenting reports at various forums such as research symposia, conferences, workshops both locally and internationally to ensure the visibility of the Institute and the University;

QUALIFICATIONS AND EXPERIENCE

- Must possess a minimum of Masters degree in Engineering or Natural Sciences, preferably in Technology Management with a bias in Technology Commercialisation or any related field from NCHE accredited higher education institution. Those with PhD in related field will have an added advantage.
- Candidates with a proven track record in research and publications will have an added advantage.
- At least 10 years of work experience in technology commercialisation.
- Experience and proven track record in key functional areas: technology commercialization, licensing and deal structuring.
- Experience in developing cost models and business plans.
- Experience in promoting research capabilities.
- Experience in managing an investment fund focused on early stage companies and technologies.
- Familiarity with research and technical areas, including science, engineering and computer science, as well as business needs relevant to the commercialization of technology.
- Proven track record of successful strategic planning and implementation of new programmes and change management.
- Supervisory experience, and experience in building and leading successful teams.
- Proven track record of creating and maintaining successful partnerships with external organizations.
- Ability to articulate a vision for the role of academic research in innovation, commercialization, job creation, and economic development.

KNOWLEDGE, ATTRIBUTES AND SKILLS

- Ability to work effectively with faculty, University administrators, government/industrial representatives, and students
- Demonstrated knowledge of early stage development and funding of technology companies, and extensive relevant work experience that can be drawn upon in advising and mentoring faculty entrepreneurs and early stage companies
- Broad understanding of industry and investment community trends, and connections to resources for venture capital, angel investors, and other funding mechanisms
- Demonstrated expertise in contract review, drafting and negotiation
- Demonstrated ability to communicate effectively – to present ideas, both in writing and orally, in an understandable, technical and non-technical manner, with internal and external constituencies
- Grants writing skills.
- Ability to work with a broad range and diverse population of people
- Team player, self-driven and results oriented

METHOD OF APPLICATION

Interested candidates who meet the above qualifications and requirements should submit their applications, together with detailed curriculum vitae plus copies of certificates (where applicable) not later than **Friday, 29th January, 2021**. The curriculum vitae must include the following: the candidate's names in full; date of birth; academic qualifications; innovation and research experience; names and email addresses of three traceable referees.

Applications must be submitted by email to:

University Registrar
Malawi University of Science and Technology
P.O. Box 5196
LIMBE

Email addresses: vacancy@must.ac.mw.

All application letters must be duly signed. Only shortlisted applicants will be acknowledged.