

## JOB OFFER BUSINESS DEVELOPER

### SMART SOLUTIONS FOR SECURE SOCIETIES (I4S)

**Ghent University is seeking an entrepreneurial and dynamic staff member to facilitate the value creation based on our research in the field of crime, security, technology, digitalization and privacy.**

For its liaison with industry, UGent uses a network of specialized business development centers, funded by the Industrial Research Fund (IOF), and backed by a central Technology Transfer Office. In this way, UGent is committed to stimulating the commercialization of innovative knowledge and technology.

The business development centers group complements research departments by application domain or research expertise. Key technology transfer activities include industrial collaboration programs, IP licensing and spin-off creation.

#### **i4S – Smart Solutions for Secure Societies**

i4S is a new multidisciplinary economic valorization consortium that brings together the AUGent expertise from alpha, beta and gamma disciplines around crime, security and technology, digitization and privacy respectively. The consortium unites researchers from six faculties and eight departments in UGent and two university colleges in their pursuit of "smart solutions for secure societies" and represents 18 research groups, institutes and consortia with a total of more than 100 researchers. i4S was formed in response to and in anticipation of a vast and rapidly growing crime and security market in which technology and digitalization both pose major challenges and offer innovative solutions. Prof. Dr. Gert Vermeulen is the supervisor-coordinator.

#### **Job description**

Your most important tasks consist of:

- Identifying new technologies and commercializing innovative research results within the i4S Business Development Center. This involves making R&D deals, licensing agreements or facilitating the establishment of spin-offs;
- Setting up (research) collaborations with industry and supporting and monitoring industrial research programs (e.g. via Flanders Innovation and Entrepreneurship (VLAIO), the EU, ...);
- Identifying, consolidating and following up strategic partnerships with economically relevant players in the market that have added value for the consortium;
- Creating value by stimulating and supporting internal partnerships within the business unit aimed at developing new technology platforms;
- Stimulating and administering technology development and valorization (IP, industrial proof-of-concept, marketing, etc.);
- Collaborating closely with the supervisor-coordinator (vision, strategy, project and financial management, ...) to manage the internal organization of the business center;
- Profiling the consortium at national and international level with companies and governments, through seminars, workshops, website, events, etc., with the aim of developing partnerships.

## Profile

- You have sound scientific knowledge and relevant expertise in the field of crime/security and its intersection with technology, digitalization (and privacy) and its potential applications;
- You hold a thematically relevant PhD or have at least 5 years of experience in marketing applied research;
- A degree in Business Management (MBA) is an asset;
- You have at least 5 years of relevant industrially-oriented work experience, with respect to at least two of the following aspects:
  - o Research and technology transfer in general;
  - o Intellectual property rights and marketing thereof by concluding IP licenses;
  - o Business development in a business-to-business environment or academy-to-business environment;
  - o Research and Development and Innovation (R&D|I) management and project management;
  - o Establishing multi-partner consortia in the framework of industrial research programs (European, regional, ...);
  - o The establishment of spin-offs.
- Experience or training in the following elements is an asset:
  - o Experience in project management and the contractual aspects of research projects and research transfer projects;
  - o Experience in marketing, prospecting for new partners, conducting PR and developing professional networks;
  - o Experience in establishing and coordinating cross-domain and multidisciplinary structures;
  - o Experience in setting up strategic partnerships;
  - o Training in management skills.
- You have an affinity with both the academic and business sectors and can deal expertly with projects independently and as part of a team while ensuring timely delivery;
- You have an entrepreneurial mindset, are diplomatic and work in a result- and service-oriented manner;
- You have strong communication skills, and you are representative and flexible;
- You have built up a (international) network in the field.

## Our offer

This position involves a contractual appointment of indefinite duration. We offer you solid career prospects in the context of a stimulating employment status, which will largely depend on your knowledge and experience.

## Additional information

- Information about the Industrial Research Fund: <https://www.ugent.be/techtransfer/nl/academici/iof>
- Coordinator Industrial Research Fund: [Ingrid.Merchiers@ugent.be](mailto:Ingrid.Merchiers@ugent.be) or 09/264.99.51
- Consortium supervisor-coordinator: [gert.vermeulen@ugent.be](mailto:gert.vermeulen@ugent.be)

## Applications

Please submit your application letter with detailed resume no later **than September 20, 2021 (before 5 pm)**. This letter must be sent to the Chairman of the IOF Council, Prof. Freddy Haesebrouck via [Ingrid.Merchiers@ugent.be](mailto:Ingrid.Merchiers@ugent.be).

The **interviews** will take place on **October 6, 2021** and the assessment center on **October 18 or October 19**.

## IOF-Consortium i4S – Smart Solutions for Secure Societies



i4S is a new multidisciplinary economic valorization consortium that brings together the AUGent expertise from alpha, beta and gamma disciplines around crime, security and technology, digitization and privacy respectively. The consortium unites researchers from six faculties and eight departments in UGent and two university colleges in their pursuit of "smart solutions for secure societies" and represents 18 research groups, institutes and consortia with a total of more than 100 researchers. i4S was formed in response to and in anticipation of a vast and rapidly growing crime and security market in which technology and digitalization both pose major challenges and offer innovative solutions. Digitalization and increasing availability of new technologies confront the public and private sectors with new and increasingly complex crime and security issues (e.g., cybercrime, terrorism, transnational organized crime, international economic crime). At the same time, digitalization and new technologies offer previously unavailable opportunities to better guard against crime and to ensure security. i4S therefore supports the public and private sector in the development and implementation of innovative customized technological and digital solutions for crime and security. In the pursuit of "smart solutions for secure societies" i4S always has the principle of "safeguarding privacy while enhancing security" in mind. Privacy by design is therefore an overarching principle. The (future) applications relate to the security market in the broadest sense, and can be linked to both private and public security (e.g. compliance industry, private security, police and investigation services), IT and cyber security (e.g. software and telecommunications industry) and physical security (e.g. transport sector, medical sector and public authorities). Prof. Dr. Gert Vermeulen is the supervisor-coordinator.

With 20+ AUGent experts at the interface of crime-security-technology-digitalization-privacy, i4S can build on a strong track-record of impactful, socially and economically relevant research in those domains. In the past, this has already led to the development of databases, online knowledge systems and models without economic valorization, but also to patent applications and the rollout of economic valorization activities. The recognition of the IOF valorization consortium offers a permanent coordination and valorization structure that should make it possible to structurally perform fully-fledged economic valorization and business development of the accumulated research portfolio and of previously developed technological applications.

The consortium is led by a strong alpha team, which over the past 25 years has built up fundamental and functional knowledge in both crime and insecurity phenomena. In addition, broad insight has been acquired into both the technological and digital needs of the main players in the private and public security market (including private security companies, police, justice, intelligence and inspection services) and the legal and privacy-related preconditions for the implementation of technological and digital solutions in the security market. The alpha experience, reputation, contacts and networks in the public and private sector offer a unique opportunity to open up this fast-growing economic market in the short term, both with and for beta and gamma scientists. In addition, the consortium can serve as a model for other alpha researchers to pursue the economic valorization of their research portfolios. The business development and strategy of the i4S consortium are driven by the promoter-coordinator and seven steering committee members who reflect the different disciplines and perspectives within the

consortium. Interactions with security and safety research policy as well as other societal developments linked to the sector are ensured through close collaboration with the interdisciplinary IDC consortium Crime, Criminology & Criminal Policy. The valorization consortium is assisted in its mission by a strategic advisory board.

i4S aims to combine broad scientific expertise with the necessary functional knowledge of the crime and security market to maximize the economic valorization of existing research and valorization opportunities in the field of crime, security, technology, digitalization and privacy. The focus is mainly on the following forms of valorization of intellectual property (IP): licenses, Flemish funding (e.g. Cyber Security Initiative, VLAIO), EU funding (e.g. Horizon Europe, Internal Security Funds, Digital Europe Programme), individual contracts/services and spin-offs. The main customers are small and large private (cyber)security companies, but also consultancy companies that currently buy the services and products they sell to private and public actors (incl. cities and towns, police and security services) from the valorization consortium partners. In addition, for some applications, telecommunication companies and operators, and ICT service providers also qualify.

