LILONGWE UNIVERSITY OF AGRICULTURE & NATURAL RESOURCES (LUANAR)

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# Staff Vacancy Advertisement

## ↗ TECHNOLOGY TRANSFER OFFICER (COMMERCIALIZATION)

The Lilongwe University of Agriculture and Natural Resources (LUANAR) invites applications from suitably qualified candidates to be considered for the position of **Technology Transfer Officer (Commercialization)**. The successful candidate will contribute to the commercialization of University research outputs, technologies, and intellectual property by facilitating technology transfer, industry engagement, venture development, licensing, and innovation partnerships.

## Role Summary

The Technology Transfer Officer (Commercialization) will be responsible for identifying, evaluating, and advancing University research outputs, technologies, and intellectual property into commercially viable opportunities. The role will support technology transfer, venture development, industry partnerships, licensing, and commercialization activities to ensure that university innovations generate economic and societal impact.

Working closely with researchers, industry, investors, and other stakeholders, the Officer will facilitate the translation of research and innovation into market-ready products, services, partnerships, and startup ventures.

## Specific Duties and Responsibilities

### 1. Technology Assessment and Commercialization

- Identify, evaluate, and assess inventions, technologies, and innovations for commercial potential, market readiness, scalability and route-to-market opportunities.
- Conduct market research, competitive analysis, technology valuation, and commercial due diligence to inform commercialization decisions.
- Develop commercialization plans, business cases, investment briefs, and route-to-market strategies for high-potential innovations.

### 2. Industry Engagement and Business Development

- Establish and maintain relationships with industry, investors, venture capital networks, innovation hubs, government agencies and development partners.
- Identify commercialization opportunities through licensing, partnerships, joint ventures, technology adoption and collaborative innovation initiatives.
- Represent the University at industry events, exhibitions, conferences and innovation forums.

### 3. Technology Marketing and Promotion

- Develop and disseminate technology marketing materials, including technology profiles, pitch decks and promotional content.
- Promote university technologies and intellectual property through innovation platforms, digital channels, matchmaking events and stakeholder engagement activities.

### 4. Licensing, Venture Development and Commercial Transactions

- Support the negotiation and management of licensing agreements, collaboration agreements, material transfer agreements and other commercialization contracts.
- Facilitate the development of startup and spin-off ventures arising from university technologies.
- Assist innovators in accessing funding, incubation, acceleration and investor readiness programmes.

### 5. Stakeholder and Portfolio Management

- Coordinate with internal and external stakeholders to support commercialization activities and innovation pipelines.
- Maintain accurate records and reports on intellectual property, licensing activities, partnerships, commercialization outcomes and venture development initiatives.
- Monitor and track the progress and impact of commercialization projects and technology transfer activities.

## Qualifications, Experience and Competencies

Applicants must possess:

- A Bachelor's degree in Agribusiness Management, Agricultural Economics or any related discipline **with at least a credit.**
- Exposure to intellectual property management, technology transfer, innovation management, or commercialization, which will be an added advantage.
- At least 3 to 5 years of relevant experience in market research and industry analysis, business development and commercialization, financial analysis, innovation management, technology transfer or research support.
- A good understanding of the agricultural sector, research and innovation ecosystems and industry collaboration frameworks.
- Strong business and commercial acumen, with knowledge of innovation and commercialization processes.
- Knowledge and understanding of the technology innovation value chain and new product/ business development process.
- Ability to assess route-to-market pathways for early-stage technologies
- Strong written communication (business briefs, pitch materials, reports)

- Understanding of public-private partnerships and industry collaboration frameworks.
- Excellent stakeholder engagement, relationship management, communication, negotiation, analytical and problem-solving skills.
- Strong organizational and project management skills, with the ability to work proactively and manage multiple priorities.
- A willingness to learn new skills and keep abreast of emerging developments in technology transfer, innovation and commercialization.

## Terms of Engagement

All the successful candidates will be engaged on an initial 2-year contract before they can be considered for permanent appointment based on satisfactory performance and meeting other requirements as per the LUANAR Staff Regulations and Conditions of Service (2023). Remuneration will be in line with LUANAR Staff Regulations and Conditions of Service (2023).

## Mode of Application

### a. Hard Copy Submission

Hard copy application package should include an up-to-date Curriculum Vitae (CV), names and contact details of three traceable referees one of which should be of a current employer where applicable plus copies of certified academic and professional qualifications. The title of the position must be indicated on the envelope and sent to:

**The University Registrar**
**Lilongwe University of Agriculture and Natural Resources(LUANAR)**
**P.O. Box 219**
**LILONGWE**

### b. Electronic Submission

Applicants may submit their application package electronically by emailing a single PDF document containing all application documents to **vacancies@luanar.ac.mw**. The subject line for the email should be "Application for the post being applied for".

All applications should reach the UNIVERSITY no later than **Tuesday, 16th June, 2026**. Only shortlisted candidates will be acknowledged.

**LUANAR is an equal opportunity employer hence females are encouraged to apply.**