

REPUBLIC OF SERBIA
SERBIA RESEARCH, INNOVATION AND TECHNOLOGY TRANSFER PROJECT
Grant No. EC TF 019226

**EXTENSION OF REQUEST FOR EXPRESSIONS OF INTEREST FOR
INDIVIDUAL CONSULTANCY SERVICES**

LEAD TRANSACTIONS SPECIALIST

The Republic of Serbia has applied for financing for a Grant from European Union Instrument for Pre-Accession (IPA), administered by the World Bank (WB) toward the cost of the Serbia Research, Innovation and Technology Transfer Project (Project) and intends to apply part of the proceeds to payments for individual consultancy services under this Project.

The Innovation Fund of the Republic of Serbia (IF) needs to engage one Individual Lead Transactions Specialist (LT Specialist).

Background

A centralized Technology Transfer Facility (TTF) is being established at the IF which will support the existing four Technology Transfer Offices (TTOs) and other stakeholders in identifying research with commercial potential, connecting such opportunities with markets and prospective business partners, and executing commercialization of such R&D. The objective of the TTF will be two-fold: to monetize the inventions from research institutes and universities (principally from the four TTOs); and help the staff at the TTOs gain expertise in commercialization through real-life experience. The transactions team at the TTF, headed by the Lead Transactions Specialist (LT Specialist), will consist of at least one Business Operations Specialist (BO Specialist) with deep regional expertise and S&T experts from different science and technology areas engaged to provide peer review on technical merits of the inventions; and will be responsible for commercialization inventions and closing deals. The TTF will engage a Technology Transfer Coordinator (TT Coordinator) to be responsible for both running of the TTF as well as working closely with the TTOs, IF, transactions team and S&T experts to execute operations required for commercialization.

Objective of the Assignment

The entire transactions team at the TTF will be responsible for helping close deals and advise the coordinator on specific tasks required for successful commercialization. The LT Specialist, in addition to providing strategic advice and making final decisions on commercialization matters (after consultation with the entire transactions team) is also expected to provide international leads and contacts to help Serbian innovation reach global markets. Broadly, the objective of the LT Specialist's assignment is to oversee and guide the establishment and various activities of the TTF at the IF; and lead the transactions team's efforts in commercialization and deal closing. Additionally, the role of the LT Specialist will include leading the engagement and capacity building of the TTF, as well as the existing TTOs and research community, to identify, stimulate and coordinate technology transfer of public research with commercial potential, focusing on transactional aspects of technology transfer.

Scope of Work

Commercialization

- Head the transactions team and work on conducting transactions, deal facilitation and closing deals;
- Support the TT Coordinator on preparation and implementation of Project Operations Manual procedures for TTF;
- Advise on coordinating technology transfer activities and conducting commercialization transactions with participation from the TTF, the existing TTOs and research community in Serbia;
- Advise on negotiation strategies and lead negotiations with companies and institutions;
- Provide high level sale leads and be involved in closing deals with relevant institutions, companies, potential partners, universities and venture capital funds;

- Defining strategies for commercialization transactions: goals, areas of excellence, targets for cooperation as well as creating an action plan for assessing the most feasible projects;

TTF operations

- Guide the TT Coordinator and the BO Specialist in various operational tasks
- Introduce the organization to different international programs and practices on topics related to innovation, technology financing, IP commercialization, and technology based economic development;

Strengthening the innovation ecosystem

- Provide input and guidance to the transactions team in identifying capacity gaps of the TTF, IF and TTO staff and coordinate and organize training and other capacity building activities, with particular focus on transactional aspects of technology transfer;
- Advise on strategic partnerships with international institutions and organizations;
- Provide advice on practices for better solicitation and absorption of donor funding on topics related to innovation;
- Oversee the learning of local TTOs from hands-on experience via mechanisms for the TTO professionals to 'shadow' the transactions team in commercialization (particularly negotiations and deal closing);
- Advise the TTOs on avenues to generate revenue streams by recommending development of service lines such as patent landscape analysis for industry etc.

Experience and Qualifications

- University degree in Economics, Business, Management, Technical science or equivalent;
- MA/MS/MBA is highly desirable;
- Experience in leading transactions teams;
- At least 10 years of international work experience managing innovation and technology commercialization operations, with mandatory transaction experience, and the track record of having closed transactions of at least EUR 2 million;
- Deep industry contacts with an international rolodex and ability to generate leads is a must;
- Should have knowledge of assessing both commercial merits and technical aspects (high level; as peer reviewers would provide in-depth understanding) of inventions in various technical disciplines is necessary;
- Knowledge of the innovation policies and hands-on experience with IP, commerce, business, sales, project evaluation, as well as budgeting and strategic planning;
- Extensive international experience on innovation based economic development is highly desirable;
- Highly effective writing and oral communication skills for varied audiences, including policy makers;
- Experience in raising funds for commercialization purposes or grants for research would be highly desirable;
- Excellent spoken and written English language skills; knowledge of Serbian would be a plus;
- Participation in the creation of national strategy in fields of innovation, research and development (R&D) and technology transfer is desirable;
- Advanced computer skills.

Timing and Duration

The LT Specialist will be engaged on part-time basis for this assignment for up to 100 man-days over approximately three years with expectations of more intensive work period in the first year.

The LT Specialist will be an expert with extensive international experience who will visit the IF in Serbia around 3-4 times annually, and additionally 4-5 times annually travel elsewhere to meet with key people necessary for conducting transactions, and close deals as needed. When not traveling to the IF the LT Specialist is expected to be able to telecommute and work from home with TTF and IF as needed.

The assignment is envisaged to start in June/July 2015, subject to signing of the Grant Agreement between the WB and the Ministry of Education, Science and Technological Development and the Project Agreement between the WB and the IF.

The LT Specialist will be engaged for this assignment until the expected Project closing date, January 31, 2018.

The IF now invites eligible individual consultants to indicate their interest in providing the services.

The individual consultants will be selected in accordance with the procedures set out in the World Bank's [Guidelines: Selection and Employment of Consultants under IBRD Loans and IDA Credits & Grants by World Bank Borrowers January 2011 Revised July 2014.](#)

Interested and eligible individual consultants for this position should send expression of interest, together with information on relevant experience and CV, by e-mail to the contact information listed below.

**Deadline for submission of expressions of interest is extended to June 16, 2015, 12:00 Noon, local time
Contact:**

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