

**Title:** Commercial Engagement Manager

**Salary:** \$110,000 – 130,000 p.a. plus super contribution of 10%

**Department:** Quantum Technology

**Location:** Sydney, Australia

**Type:** Full time

### Summary

Multiple positions available for Commercial Engagement Managers with professional skills and experience in the commercialisation of deep-tech.

### About Us

Archer Materials Limited is an ASX listed technology company that builds advanced semiconductor devices, including processor chips relevant to quantum computing.

We create disruptive deep tech to address complex global challenges.

Archer is developing a novel quantum computing processor chip for practical applications in mobile technology. As a member of the IBM Quantum Network, Archer is one of only a few companies globally commercialising quantum computing processor hardware.

### The Role

The Commercial Engagement Manager(s) will work within the Office of the CEO and alongside the Technology & Commercial Development teams to implement the Company's strategic commercialisation goals. They are responsible for assisting in commercialising intellectual property and deep tech development outcomes; identifying licence partners and providing expert advice on commercialisation to Archer team members. Key to success in this role is highly developed interpersonal skills, evidenced by the ability to build and develop strong external networks to identify opportunities for Archer's technology commercialisation, market research and license negotiation.

You will bring professional skills, knowledge, and a proven track record of successful commercial transactions in one or more of the following industries:

- Semiconductor Manufacturing
- Quantum Technology
- AI and Big Data
- Cryptography
- Healthcare
- Telecommunications
- Financial Services (Banking)
- Aviation, Space & Defence

### Responsibilities

- Manage the commercialisation and translation of Archer's Intellectual Property, achieving objectives and deliverables in line with the Archer's strategy and vision.
- Work closely with Archer team members and key external stakeholders in the collaborative development of Archer's technologies.
- Manage the identification, evaluation and potential commercial translation of technologies developed at Archer in line with agreed strategy and policies.
- Negotiate commercialisation terms including preparation of terms sheets, license terms and conducting due diligence.

- Communicate commercial development outcomes through several publication channels, including preparing proposals, presentations, briefing papers and reports.
- Grow Archer's strategic network in the field of quantum computing technology.
- Contribute to applications for relevant project funding.
- Report, document, and assess completed commercial development milestones.

## **Required Skills, Experience & Qualifications**

- Professional skills related to, and knowledge of, semiconductor technology commercialisation and market research.
- Demonstrated success in negotiating commercial and legal arrangements in the semiconductor industry.
- Ability to build and leverage external networks in relation to the commercialisation of intellectual property.
- High level of interpersonal communication skills including the ability to consult with senior executives and external bodies in order to negotiate agreed directions, outcomes and targets within a collaborative high-performance environment.
- Understanding of, and preferably experience in, the semiconductor industry in relation to technology commercialisation.
- Demonstrated personal leadership skills including high levels of self-awareness, and the ability to exercise sound judgement based on perceptive and analytical processes.

## **Desired Skills and Experience**

- A PhD in a relevant science or engineering field and/or an MBA.
- Experience with commercialisation in a Corporate organisation or a University organisation.
- Prior experience in the semiconductor industry will be highly regarded.

The role requires the right to live and work in Sydney, Australia on a full-time basis.