

Aspiring Business Founder

Role: The Chief Executive Officer (CEO) leads the start-up, turning research or innovation into a scalable business. They drive commercialisation efforts, build the company's vision, and secure funding to grow the venture.

Key Responsibilities

Commercial Strategy: Translate scientific or technological innovation into a viable business model and go-to-market strategy.

Fundraising & Investor Relations: Secure funding through grants, venture capital, and strategic partnerships.

Stakeholder Management: Build relationships with researchers, the parent Research and Technology Organisation (RTO), investors, industry partners, and regulatory bodies.

Team Leadership: Assemble and inspire a cross-functional team, balancing research expertise with commercial acumen.

Business Operations: Oversee legal, financial, and operational aspects of company building, including Intellectual Property (IP) management.

Market Development: Identify target markets, refine the value proposition, and drive customer acquisition.

Vision & Culture: Foster an innovative, agile, and mission-driven company culture.