



[Hong Kong Applied Science and Technology Research Institute \(ASTRI\)](#) was founded by the Government of the Hong Kong Special Administrative Region in 2000 with the mission of enhancing HK's competitiveness in technology-based industries through applied research.

ASTRI's R&D efforts are directed towards five areas of applications, namely Smart City, Financial Technologies, Intelligent Manufacturing, Health Technologies, and Application Specific Integrated Circuits / CNERC.

Title	Director, Commercialization
Job Ref No.	COO/CD/CD/2573/200116 (Please quote this Job Ref No. with your application.)

## Job Responsibilities

- To assist the Chief Operating Officer in the commercialization of developed technologies within ASTRI in the form of know-how and patents etc.
- To establish ASTRI's overall commercialization plan, as well as to work closely with Project Managers in the formation of commercialization deal at the project level.
- To develop, nurture and generate potential commercialization pipeline of leads and build strategic business relationship with potential customers.
- Work closely with different departments and stakeholders within ASTRI.
- Ad hoc assignments as directed by the Chief Operating Officer.
- Regional travel may be required.

## Requirement

- Bachelor's Degree and or above in Computer Science/ Electronic Engineering/ Information Engineering/Mathematics/ Physics or related fields.
- 10+ years of related experience in the field of technologies commercialization and/or transfer with a proven track record in technology commercialization. Candidates with less experience can be considered as Manager.
- A team leader with a proven track record in producing results through teams and cross-discipline colleagues.
- Excellent writing and speaking skills in English and strong writing skills in Chinese (suitable candidates may be asked to undertake a written test in English).
- Live ASTRI values.

## Application

The appointment will be on renewable contract terms with a competitive salary and performance-linked variable pay. Fringe benefits include paid leave, medical and dental benefits, insurance coverage and contribution to MPF. The incumbent will normally work a five-day week.

Interested candidates please send application (quoting Ref. No.) with detailed resume, current and expected salary to Talent Acquisition by email. Or you may contact

**San Lee, Head of Talent Acquisition on +852 3406 2888** for a confidential discussion. **For Application, please email to: [senior@astri.org](mailto:senior@astri.org)**

Application will be open until the position is filled. Only short-listed candidates will be notified. ASTRI reserves the right not to fill the position.

ASTRI is an Equal Opportunities Employer. Personal data provided by job applicants will be used exclusively for recruitment only.