

Sue Lau

Commercialisation Officer CRC SIIB

It's early days for Sue in this CRC, but she sees that it is as an important part of her role to maintain good relationships and a strong network with people in science both in the CRC and outside the company. Sue believes that relationships in this industry are integral to both company and personal success.

She is responsible for identifying potential IP outcomes and works closely with Project Leaders and PhD Supervisors in order to determine the actions that need to be executed to provide the best possible IP outcomes. She also works with these people to ensure that they are aware of and meet their project milestone commitments.

Sue works closely with the Commercialisation Manager, the CEO, lawyers and third parties to negotiate and action agreements for third party contracting, new projects and project variations, licensing agreements and practically any other contract outcome the CRC needs to function. It is a very exciting time for CRC Sugar, as the company is now licensing key patents to major multinational agricultural biotechnology companies. This has given her the opportunity to be involved in significant negotiations with large multinational players.



She is also the Secretary for the Executive and is responsible for the identification of potential grants and the associated applications. Additional to this, much of her work revolves around setting up computer systems and the online project management software. Sue has learnt to be competent in multi-disciplines and to be flexible enough to take on almost anything.

Commercial outcomes for science

Sue finds her work at CRC SIIB increasingly interesting and exciting, with real opportunities to contribute by negotiating positions that ensure the best deal for all. She aims to find creative solutions to contracting issues to provide mutually acceptable grounds for the benefit of both parties.

She believes that an effective commercialisation strategy is integral to the success of any commercial biotechnology company and irrespective of the novelty or usefulness of the technology that is created, if nobody knows about it or is able to benefit from it, then there is little value in creating it.

University career

Sue began her university career with a Bachelor of Biotechnology Innovation. This is a new course offered by Queensland University of Technology (QUT) as a four year degree with honours. The general structure of this degree is approximately two thirds science and one third business.

This industry focused course provided her with the in-depth language of science as well as the nuts and bolts of the business side of science. The Honours component of her degree was completed in conjunction with Tissue Therapies Pty Ltd, and focused on regulatory affairs, which involved an in-depth investigation into the regulatory landscape and requirements for the development and release of a specific immuno-globulin binding protein.

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While studying, and into her early career, Sue worked as a Research Assistant for NuPlant Pty Ltd, setting up a Toowong based laboratory and helping to grow the fledgling company.

Sue's experience and excellent university results has equipped her for the position she now has as a Commercialisation Officer.

Future career options

There haven't been many graduates in Sue's chosen area so pinpointing future career opportunities is largely guesswork at this stage. However, others with Sue's degree have gone into are policy advice, technology consulting, clinical trial management, pharmaceuticals/chemical/equipment sales/marketing, business development management and commercialisation management.



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