

SPEAKER'S BIOGRAPHY

Nathan Hill (United Kingdom)



Job Title

STFC KITE Club Knowledge Exchange Service, UK
Technology Transfer Officer for CERN and ESA,
Managing Director, Qi3

Biography

Nathan is the Managing Director and founder of Qi3, a specialist technology commercialisation business acting to support the sales and marketing activities of technology-based corporations, high-tech start-ups, SMEs, universities and government.

As part of this activity Nathan manages the Sensors & Instrumentation KTN Research Facilities and Instrumentation groups. Nathan also leads Qi3's Knowledge Transfer services for the public sector with clients including the Science & Technology Facilities Council (STFC), the Biotechnology and Biological Sciences Research Council (BBSRC), the European Particle Physics Laboratory (CERN), and the European Space Agency (ESA). He also leads delivery of the Research Councils UK Business Plan Competition.

Nathan studied Physics at Oxford University (specialising in Condensed Matter) and then moved to Germany for 3 years selling cryogenic and superconducting magnet systems for Oxford Instruments. He returned to Oxford Instruments in 1992 and as Marketing and Strategy Director headed up the marketing activity for research and novel industrial applications of cryogenics and superconductivity. He moved to Cambridge in 1996 as Managing Director of two companies, one specialising in superconducting thin film detectors and SQUIDs, the other a manufacturer of Scanning Tunnelling Microscopes. After a stint as Marketing Director of a large technology consultancy, he founded Qi3 in 1999. Nathan's passion is for the realisation of excellent technology into successful business propositions.

Nathan is a regular speaker on technology commercialisation and has recently spoken at events as diverse as the Farnborough International Air Show and the International Patent Licensing Seminar in Tokyo. Nathan now supports a number of corporate venturing organisations and technology companies in start-up or rapid growth modes.

In the space arena, Nathan leads the ESA Knowledge Exchange programme in the UK for STFC, co-authored the ABOTTS report for BNSC on the technology and business opportunities that should be expected from the ESA Aurora programme, and recently chaired the Technology and Knowledge Transfer panel of the UK Space Exploration Working Group. He has also successfully seeded several space technology spinoff companies.