

Technology Commercialization Associate/ Technology Commercialization Senior Associate

Required Qualifications: (Evidenced by an attached resume)

Bachelor's degree in a related field such as Life Sciences, Biomedical Engineering, Law, Business, or Technology Management. Two (2) years of related full-time experience in technology development and assessment, business related activities (finance, marketing, business development, etc) or advanced research related/laboratory activities. Proficiency in Microsoft Office Suite. Familiarity with database search tools and management.

* Due to U.S. Export Control laws and regulations, the candidate hired will need to be a U.S. citizen, lawful permanent resident, or other "protected individual" (as defined by 8 U.S.C. Sec. 1324b(a)(3))

In addition to the required qualifications above, the **Technology Commercialization Senior Associate** position also requires:

An additional three [3] (for a total of 5) years of related full time combined experience in technology development and assessment, business development, or advanced research related/laboratory activities. Project management experience. Experience mentoring or supervising students or personnel. Experience providing commercialization services. Knowledge of due diligence process.

Preferred Qualifications:

PhD, JD, MBA, MS or MA. Experience in a bio- technology development, commercialization, business development or investment environment. Experience with life sciences start-up companies.

Knowledge and understanding of private equity community, technology management and/or due diligence process. Direct experience with the bioscience industries. Completion of Fundamentals of the Bioscience Industry Certificate Program or similar training.

In addition to the preferred qualifications above, the **Technology Commercialization Senior Associate** position also prefers:

Additional years of related combined experience in technology development and assessment, business development, or advanced research related/laboratory activities. Experience in early-stage commercialization of biomedical innovations in an academic, commercial or investment environment. Experience in client development and management.

Brief Description of Duties: Work with the Assistant Director for Business Development to develop and implement strategic consulting, business development and technology commercialization services on behalf of bioscience companies throughout region. Responsibilities include active participation in the management and implementation of the Center's Venture program, with specific emphasis on the Innovation Boot-Camps, Strategy Sessions, Technology Commercialization, and Entrepreneur-in-Residence Program, and Investment Summits. Responsibilities include conducting due diligence on emerging technologies and companies (intellectual property, market assessments, and competitive landscape, regulatory, reimbursement) to help guide funding and investment decisions.

The incumbent must have very strong communication, interpersonal and analytical skills. The incumbent must have the ability to take initiative and drive projects; clearly convey project details through oral, written and power point means to both peers and upper management; and interact with, and present to, clients in a professional and effective manner. Outstanding written, verbal, and interpersonal communication skills. Experience successfully working independently as well as part of a team with a collaborative approach to problem solving. Strategic and analytical thinking skills with an ability to solve problems and make effective decisions. Experience building *consensus and* positive relationships based on trust, predictability, and communication. Strong organizational and time management skills with exceptional attention to detail.

In addition, the **Technology Commercialization Senior Associate** position will also be expected to add strategic insight in developing and implementing consulting, business development and technology commercialization services on behalf of bioscience companies and the regional biotechnology partner institutions.

Primary Duties:

- Management of Client projects and portfolios: Management of technology commercialization teams that conduct business, technical and intellectual property research to answer questions and provide guidance and advice to start-up client companies.
- Through the use of market research, due diligence work, technology research, and on-line research the incumbent is responsible for evaluating technologies in terms of science, market and regulatory pathways.
- Support of Center outreach activities, including the identification of potential commercialization clients and companies interested in participating in events, such as Investor Summits, Biomedical Translation Fundamentals, and Entrepreneurship Bootcamp.
- Preparing reports and quantitative documentation of Client interactions.
- Soliciting impact statements from clients.
- Other duties or projects as assigned.

Additional essential duties for the **Technology Commercialization Senior Associate** position will also include:

- Manage activities associated with the Center's outreach, including the identification of potential commercialization clients and companies interested in participating in events, such as Investor Summits, Biomedical Translation Fundamentals, and Entrepreneurship Bootcamp. Coordinate with members of technology commercialization offices in partnering institutions on collaborating programs.
- Manage technology and business development projects.
- Review reports and quantitative documentation of client interactions
- Mentor clients and students as needed to set them on the path of success in the areas of business and technology development, and knowledge of technology commercialization
- Independently conduct and lead meetings with clients as needed.
- Attend seminars/conferences for professional development in technology commercialization as required.

