



Associate Director, Life Sciences, Technology Transfer

Innovate Calgary

CALGARY, ALBERTA

Background

Innovate Calgary is the technology transfer office and business incubator for the University of Calgary. As part of the Office of the Vice-President (Research) portfolio, we work with UCalgary researchers, students and other members, to help bridge the gap between discovery and innovation.

We provide a unique environment for employees by combining a flexible work environment with great exposure to the breadth of the University of Calgary's growing innovation and entrepreneurial ecosystem.

Position Summary

The Associate Director is a leadership position, reporting to the President and CEO, and working closely with a team of over 40 individuals, including Business Analysts, Marketing Specialists, Attorneys, and Innovation Managers. The Associate Director will have responsibilities in all phases of office operations, including business development, industry partnering, technology licensing, and startup creation.

Primary Functions and Responsibilities

General Tasks:

- Educate inventors and researchers regarding entrepreneurship, business development, intellectual property, and commercialization;
- Maintain professional relationships with Innovate Calgary staff, University of Calgary faculty and administrators, entrepreneurs and investors across Alberta, and corporate executives worldwide;
- Advance innovations to market through research partnerships, licensing, and company creation.

Operational Responsibilities:

- Train and manage office staff;
- Provide oversight of overall project management and motivate staff in accomplishing organizational metrics;
- Provide updates of IP portfolio development;
- Maintain a portfolio of high-profile inventions and innovations;
- Develop business opportunities and commercialization strategies for innovations, research consortia, and startup ventures;
- Negotiate terms and conditions of contractual agreements;
- Provide advice and assistance to university and government authorities regarding intellectual property rights and commercialization practices;
- Mentor staff and students in all phases of research administration, intellectual property management, and innovation commercialization.



Required Skills:

This position requires excellent communication, decision-making and organizational skills; market-based analytic judgement; the ability to prioritize and monitor multiple competing deadlines; and excellent interpersonal skills to work with a diverse constituency to higher education, government, and business personnel.

Required Qualifications:

- Advanced degree from an accredited college or university;
- Five years management experience;
- Understanding of scientific and legal principles, upon which to base business decisions;
- General knowledge of intellectual property laws, finance, accounting and business practices;
- Skilled in drafting and interpreting contracts, agreements, and other legal documents;
- Refined negotiation and strategic thinking skills for sustained high-level interactions to source and close deals.

Preferred Qualifications

- Ph.D./ MBA; and
- Concurrent with, or in addition to, management experience, two years of business development experience.

Interested applicants are asked to forward their **resume and cover letter** to hr@innovatecalgary.com. Alternatively, resumes may be mailed to: HR, Innovate Calgary, 3655 36 Street NW, Calgary, AB, T2L 1Y8.

We thank all applicants for their interest, however, only those persons for whom we need further information, or who are being considered for an interview will be contacted.

Application deadline: End of business day, **September 25, 2020**