

Director, Economic Development Life Sciences Innovation Hub

The Life Sciences Innovation Hub (LSI Hub) at the University of Calgary is a one-of-a-kind facility located within University Research Park. The LSI Hub will offer access to space (office, wet and dry labs, prototype maker space), entrepreneurial and business development programming, mentorship, and technical expertise for research-intensive startups and developing companies.

The 127,000 square foot facility will be operated by Innovate Calgary on behalf of the University of Calgary and its partners. This new initiative has created a number of exciting employment opportunities for talented individuals in the areas of Life Sciences and Engineering laboratory management, building and facilities management, startup support and office support.

We offer the successful candidate competitive salary and benefits and the chance to grow with a dynamic group of highly educated and motivated professionals working in what we believe to be, a business of the future.

We are currently accepting applications for the following position:

DIRECTOR, ECONOMIC DEVELOPMENT

Reporting to the President and CEO, and working closely with a team of over forty individuals, which includes Innovation managers, Laboratory managers, legal specialists, Executives-in-Residence (EIR), analysts in life & medical sciences, experts in intellectual property management and protection and various administration team members, the Director will be a leader in establishing and evolving the LSI Hub business model and community and in developing the life sciences innovation agenda for Calgary and beyond. The Director will have responsibilities in all phases of office operations including business development, industry partnering, and community relations.

KEY ACCOUNTABILITIES:

- Develop a life sciences innovation agenda and culture within the LSI Hub and beyond;
- With the LSI Hub as the focus, champion a province-wide innovation ecosystem bringing together university-centered researchers and staff, private industry, government, finance, and funding organizations and community entrepreneurs;
- Representing and publicizing the accomplishments and prospects of the LSI Hub to build and broaden brand recognition and acceptance;
- Develop the contacts and establish the communication networks likely to increase our access to capital and exposure to highly talented entrepreneurs;
- Through individual meetings, educate inventors and researchers regarding entrepreneurship and business development opportunities through the commercialization of intellectual property;

- Maintain professional relationships with Innovate Calgary staff, University of Calgary faculty and administrators, entrepreneurs, government funders and investors across Alberta; and corporate executives worldwide;
- Train and manage a motivated office staff with a client service focus;
- Develop market opportunity and commercialization plans for innovations, research consortia, and startup ventures;
- Negotiate terms and conditions of contractual agreements.

PERSONAL CHARACTERISTICS:

The Director is a leader in the Calgary life sciences ecosystem, working closely with Calgary Economic Development, Calgary Innovation Coalition, the life sciences industry and the Alberta Life Sciences Innovation Coalition. As a senior management position, the Director routinely engages with internal staff, academics, researchers, entrepreneurs, inventors, senior university administrators, and investors. Accordingly, the position requires an individual with:

- An intimate understanding of the decision-making processes in business, effective business communications and the dynamics of organizational behaviour;
- The personality and social style to proactively and positively engage clients, team members and the public at large;
- Strong relationship management skills with a commitment to the effective and timely completion of projects;
- Recognition for competence and drive within entrepreneurial and funding communities;
- The confidence and tenacity to bring parties with competing objectives and priorities to consensus;
- Ability to prioritize and monitor multiple competing deadlines and the openness to work with a diverse constituency of higher education, government, and business personnel;
- An outstanding command of the English language for use in both oral and written communication.

REQUIRED SKILLS/ QUALIFICATIONS:

- Successful graduate level qualification in one of the life sciences from an accredited college or university;
- The scientific and business vocabulary to communicate knowledgeably and effectively with persons of widely varying levels of educational attainment;
- Ten years management experience;
- Understanding of scientific and legal principles, upon which to base business decisions;
- Strong working knowledge of the principles and practices of economic development, finance, accounting and business practices;
- Knowledgeable about the requirements for drafting and interpreting contracts, agreements and other legal documents;
- Refined negotiation and strategic thinking skills to source and close deals.

PREFERRED QUALIFICATIONS

- Ph.D. in a Life Science or advanced business preparation consistent with a JD or an MBA designation; and
- Work experience as a professional or in a leadership role working toward the accomplishment of economic development objectives.

Please direct expressions of interest and qualifications to hr@innovatecalgary.com.

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

Position will remain open until a successful applicant is selected.