

Director, New Ventures

Innovate Calgary

CALGARY, ALBERTA

Innovate Calgary is the technology transfer and business incubator center 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 creating economic and societal impact.

We provide a unique environment for employees combining a flexible working environment with significant exposure to the breadth of UCalgary's growing innovation and entrepreneurial ecosystem.

DIRECTOR, NEW VENTURES

Reporting to the President and CEO, the Director, New Ventures will work closely with the Innovate Calgary team and UCalgary-based startup clients, including those with the Life Sciences Fellowship program and members of the Life Sciences Innovation Hub (LSIH). This position is responsible for a diverse set of entrepreneurial-based tasks requiring creativity, sound judgment, and strong relationship building skills while collaborating within a high energy environment to help drive Innovate Calgary's client and portfolio successes.

ABOUT THE NEW VENTURES GROUP

Innovate Calgary's New Ventures (NV) group is responsible for overseeing the Life Sciences Fellowship program and the Medventions program. The program also oversees coaching and mentorship to assist UCalgary-based startups via the LSIH Expert Advisors (EA's) and Preferred Suppliers (PS) programs and help support organizational metrics and client surveying initiatives to meet donor and stakeholder requirements.

KEY ACCOUNTABILITIES

Fellowship Support:

- Oversee the Life Sciences Fellowship manager and other team members, who support Life Science Fellowship cohorts by helping to advance them through their respective startup development phases;
- Coordinate with Innovate Calgary's EA consultants and Preferred Suppliers to help clients secure the appropriate resources/skills to grow their businesses;
- Assist with coordinating Fellowship workshops/speaker series, in collaboration with Innovate Calgary's EA's, internal trainers, or external training partners.

Expert Advisor/Preferred Supplier Program:

- Oversee the EA and PS program;
- Help recruit and vet new EA's and Preferred Suppliers;

- Attend initial client meetings with the EA/PS representative;
- Oversee MSA/SOW contract review, approvals and billing;
- Troubleshoot and problem solve;
- Oversee reporting and metrics;
- Attend workshops and networking events to develop relationships with community-based technology and innovation-based organizations;
- Help support and launch new NV programs as they arise.

Medventions Program:

- Oversee the Innovate Calgary/UCalgary launch and roll-out of Medventions, a program to help commercialize MedTech-gadgets that target unmet clinical needs, as well as mentor scientists, clinicians, and engineers in the complexities of bringing their innovations from bench-to-bedside;
- Work closely with the Program Manager to set targets, measure outcomes, and provide timely reports and analysis to key stakeholders and donors on KPI's/metrics.

PERSONAL CHARACTERISTICS:

Director, New Ventures is passionate about deep technology startups and is committed to helping them advance into established companies. Accordingly, the position requires an individual with:

- Exceptional analytical abilities with an entrepreneurial mindset;
- Strong interpersonal skills and ability to work collaboratively in an evolving environment with multiple stakeholders;
- Excellent oral and written skills specifically on communicating key metrics and data sets;
- Proactive business relationship management skills with a commitment to the completion of projects;
- Keen attitude and willingness to explore outside of the Director, New Venture's area of expertise;
- Ability to work with and organize large volumes of data and manage concurrent projects;
- Outstanding time management skills and great attention to detail.

REQUIRED SKILLS/ QUALIFICATIONS:

- Advanced degree from an accredited college or university;
- Ten years of 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:

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

Interested applicants can forward their **resume and cover letter** to hr@innovatecalgary.com.

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

Application deadline: End of the business day, **September 20, 2020**.