



## **Director, Technology Transfer**

### **Innovate Calgary**

CALGARY, ALBERTA

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. We are currently accepting applications for the following position:

#### **Director, Technology Transfer**

Reporting to the President and CEO, and working closely with a team of over twenty individuals, which includes Innovation Managers (IM) in engineering & physical sciences, life & medical sciences and social sciences, Senior IMs, Associate Directors and Directors, and various administration team members. The Director will have responsibilities in all phases of office operations, including business development, industry partnering, technology licensing, and startup creation.

#### **Key Accountabilities:**

- Educate inventors and researchers regarding entrepreneurship, business development, intellectual property, and commercialization;
- Maintain professional relationships with Innovate Calgary staff, University of Calgary faculty, administrators, entrepreneurs and investors across Alberta; and corporate executives worldwide;
- Advance innovations to market through research partnerships, licensing, and company creation;
- Train and manage office staff;
- Provide oversight of overall office project management;
- Provide updates of IP portfolio development;
- Maintain an individual portfolio of high profile inventions and innovations;
- Develop business opportunity and commercialization plans 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; and
- Mentor staff and students in all phases of research administration, intellectual property management, and innovation commercialization.

**Personal Characteristics:**

The Director works closely with internal staff, patent counsel, professors, researchers, entrepreneurs, inventors, senior university administrators, and investors. The position requires:

- Sound business judgement, communication, and interpersonal skills;
- Intelligent, personable and willing to proactively engage clients and team members;
- Proactive business relationship management skills with a commitment to the completion of projects;
- Entrepreneurial, possesses the ability to work in an evolving environment with multiple stakeholders;
- Detail-oriented, meticulous but confident, tenacious and diplomatic;
- Ability to prioritize and monitor multiple competing deadlines; and excellent interpersonal skills to work with a diverse constituency of higher education, government, and business personnel
- Self-motivated, open-minded;
- Excellent oral and written communication skills.

**Skills/ Qualifications:**

- Advanced degree from an accredited college or university;
- Ten 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; and
- 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](mailto:hr@innovatecalgary.com). Alternatively, resumes may be mailed to: HR, Innovate Calgary, 3553 31 Street NW, Calgary, AB, T2L 2K7.

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, **January 21, 2019.**