



## **Industry Liaison, Associate Director – Science and Engineering**

### **Innovate Calgary**

CALGARY, ALBERTA

#### **Innovate Calgary**

Innovate Calgary is the technology transfer and business incubator centre for the University of Calgary. As part of the Office of the Vice-President (Research), we work with University of Calgary researchers, students, and other members to bridge the gap between discovery and economic and societal impact.

The Industry Liaison, Associate Director (ILAD), will lead Innovate Calgary's efforts to support sponsored research across the University. Working closely with the Deans' offices, the VPR office, and colleagues in Innovate Calgary, the ILAD will lead a team of industry liaison officers.

#### **The Role:**

Reporting to the executive director, the ILAD will play a central role in

- (1) communicating research strengths of the University to industry and innovation ecosystem actors,
- (2) building and strengthening industry contacts,
- (3) submitting and securing research grants and sponsorships, and
- (4) providing intellectual property, commercialization, and entrepreneurship coaching/advice to faculty.

In addition to building industry partnerships and supporting research grants and sponsorships, this position provides opportunities for professional development and career progression in adjacent areas related to technology innovation and commercialization and Innovation Hubs.

#### **Who You Are:**

- Previous experience as a senior business development/project manager responsible for commercializing applied research opportunities in energy/environment/chemical/digital/engineering and hard-tech industries
- Experienced in preparing proposals/marketing materials for securing grants and industry-sponsored research in an academic and or applied research setting, and working familiarity with agreements such as NDAs, technology licensing, and sponsored research
- Have excellent knowledge of regional and national energy/environment/chemical/digital/engineering and hard-tech industries and innovation ecosystem, and existing connections with several ecosystem actors, esp. the funding agencies
- Experienced in translating complex concepts, research, and ideas into materials that stakeholders and funders can easily understand
- Comfortable with and networking with stakeholders, enthusiastic about ambiguity and working in complexity, and identifying and maturing business opportunities with minimal guidance
- Have excellent written and oral communication skills esp. in communicating value propositions of early-stage research



**Key Responsibilities Include (but are not limited to):**

- Establish and continue to nurture strong business relationships with industry, funding agencies, and the regional/national innovation system with the goal to identify funding opportunities and submit and meet sponsored research/grants/technology development proposal targets
- Gain knowledge and collect, maintain, and update information related to innovation challenges in selected industry sectors and promote University research for solutions to those challenges
- Connect researchers with industry to help validate the value propositions of early-stage research and nurture opportunities for sponsored research and or technology scale-up and development with industry partnerships
- Develop and strengthen business relationships with University researchers and gain an in-depth understanding of their research portfolios
- Assist/guide researchers in conducting market assessments, intellectual property and commercialization strategy definition, greenhouse emissions benefits quantification and economic assessments, etc. for various grant applications
- Organize research showcases, presentations, and workshops in coordination with University faculty and stakeholders, and promote industry and innovation partner attendance in these events
- Work collaboratively with Innovation Managers in the technology transfer office and provide intellectual property ownership and use rights advice for research agreements and negotiate and uphold University/researcher interest in sponsored research agreements with industry

**Qualifications and Skills:**

- A bachelor's degree in engineering/science is a must
- A higher degree preferred
- Ability to work under pressure, meet deadlines, and prioritize workload
- Authorized to work in Canada

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

Interested applicants are asked to forward their cover letter and resume to [hr@innovatecalgary.com](mailto:hr@innovatecalgary.com).

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

**Application closing date: End of Day, May 27, 2022**

*Innovate Calgary is an equal opportunity organization committed to building and fostering a fair and inclusive community that values diversity and encourages respect for all. We welcome applicants across any race, colour, religion, sex, sexual orientation, gender identity, national origin, disability, protected veteran status, Indigenous status, or any other legally-protected factors. We recognize the value of identifying and removing barriers for any applicants interested in participating in our programs.*