



## Senior Innovation Manager – Life & Medical Sciences

### Innovate Calgary

Full-time, 37.5 per week

CALGARY, ALBERTA

Innovate Calgary is the innovation transfer and business incubator centre for the University of Calgary. As part of the Office of the Vice-President (Research) portfolio, it works closely with researchers, students, faculty, and staff to help bridge the gap between discovery and innovation. From ideation to commercialization, Innovate Calgary has successfully supported the innovation-driven research community for 34 years.

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:

#### **Senior Innovation Manager, Life and Medical Sciences**

The Senior Innovation Manager (SIM) is focused on the portfolio of research with potential commercial and societal impacts in the Life and Medical Sciences at the University of Calgary. The position requires developing and maintaining positive and productive relationships with internal stakeholders and external partners with the objective of advancing University innovations through commercial licensing transactions, research partnerships, and establishing high-growth start-up opportunities based on University of Calgary research and innovations.

This SIM position will report to the Associate Director, Life & Medical Sciences, Technology Transfer. The SIM will review new invention disclosures, develop commercialization strategies, evaluate the need for and develop IP protection strategies, and negotiate contracts with industry, including license agreements. They will also maintain relationships with existing licensees and ensure that the contractual obligations are being met. SIMs also interact with patent counsel, industry partners, government funding agencies, and industry professionals. There are often cross interactions with the New Ventures group within Innovate Calgary in support of startup company formation.

#### **Key Accountabilities:**

- Support Innovate Calgary's mandate of excellence in technology commercialization
- Identify new inventions derived from research executed at the University of Calgary
- Perform assessments of patentability, market potential, and overall commercial potential
- Meet with investigators/researchers as needed to evaluate and define strategy for the commercialization of inventions
- Develop marketing strategies and conduct market analysis for technologies in the portfolio
- Develop intellectual property protection strategies and manage ongoing prosecution of intellectual property in a timely and cost-effective manner

- Identify and initiate contacts with potential licensees
- Design and initiate commercialization strategies for each technology in the portfolio
- Negotiate and close license and equity agreements with industry partners and University startup companies
- Maintain and efficiently utilize all aspects of a technology and intellectual property project management database for each technology in the portfolio
- Other duties and responsibilities as assigned

Personal Characteristics:

- 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 in 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 Senior Innovation Manager's area of expertise
- Ability to work with and organize large volumes of data and manage concurrent projects
- Outstanding time management skills and high attention to detail

Skills & Qualifications:

- Ph.D. degree in a Life Science discipline
- Minimum of five years of experience in the field of technology transfer and commercialization, innovation, or related industry experience
- Demonstrated experience in negotiating and closing large-scale licensing deals and/or research partnership agreements
- Familiarity with CDN and US Patent law and managing a patent portfolio
- Influential communication skills (oral, written, and presentation) and client-relationship management skills
- Excellent negotiation skills in technology transfer, including an understanding of technology royalty rates, exclusivity, and field of use restrictions
- Experience working with University spin-out companies is considered an asset
- Excellent communication skills with the ability to exercise tact and diplomacy
- Excellent financial management skills with demonstrated ability to manage projects within budgetary restrictions
- Excellent technology marketing skills and business development skills
- Excellent project management skills with the ability to manage multiple projects with competing deadlines
- Ability to reconcile University and industry interests that are often divergent
- Ability to demonstrate initiative and exercise independent judgment



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, only those persons for whom we need further information, or are being considered for an interview will be contacted.

**Application closing date:** End of Day **May 29, 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.*