

**Innovation Manager,
Life & Medical Sciences, Technology Transfer**

As a member of the technology transfer team, the Innovation Manager will facilitate the identification, business assessment, licensing and commercialization of, primarily, medical and life-sciences-based technologies developed at the University of Calgary. The Innovation Manager will be responsible for managing a portfolio of existing technologies while working with faculty and researchers to identify and evaluate new inventions for commercial potential in addition to marketing to, and initiating contact with potential licensees, negotiating, and closing license and research agreements with industry partners. The Innovation Manager will also support university-based startups by developing intellectual property protection and commercialization strategies within their technology portfolio.

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 intellectual property protection strategies and manage ongoing prosecution of intellectual property in a timely manner;
- Identify and initiate contacts with potential licensees;
- Work collaboratively with clients to develop commercialization strategies for technologies in the portfolio;
- Negotiate and close license and equity agreements with industry partners and university-based startup companies;
- Maintain and efficiently utilize all aspects of the technology and intellectual property project management database for each technology within the portfolio;
- Other duties and responsibilities as assigned.

Personal Characteristics:

- 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;
- Willingness to take on different levels of responsibility;
- Entrepreneurial, possesses the ability to work in an evolving environment with multiple stakeholders;
- Detail-oriented, meticulous but confident, tenacious and diplomatic;
- Self-motivated, open-minded;
- A keen attitude and willingness to explore areas outside of your area of expertise;
- Fast learner;
- Excellent oral and written communication skills;

- Ability to work with and organize large volumes of data.

Skills & Qualifications:

- MSc or Ph.D. degree in Life Sciences discipline AND
- Minimum of five years of experience in the field of technology transfer and commercialization, innovation, or related industry experience
- OR, an advanced degree in another scientific field AND
- 10 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

How to Apply

Interested applicants are asked to forward their resume and cover letter to hr@innovatecalgary.com. We thank all applicants for their interest; however, only those selected for an interview will be contacted.

Application Open Until Position Filled

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.