Senior Innovation Manager, Life & Medical Sciences, Technology Transfer

Innovate Calgary

CALGARY, ALBERTA

How to Apply: email your resume and cover letter to hr@innovatecalgary.com with **Senior Innovation Manager, Life & Medical Sciences** as the subject line. We thank all applicants for their interest; however, only those selected for an interview will be contacted.

Application Closing Date: **December 1, 2026**

About Innovate Calgary

Innovate Calgary is a wholly owned subsidiary of the University of Calgary, supporting the University, its members and partners 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 Calgary's and UCalgary's growing innovation and entrepreneurial ecosystems.

About the Role

The Senior Innovation Manager (SIM) is a mid-senior position in the Technology Transfer Office (TTO) that focuses the commercialization of University of Calgary research and the promotion of societal impacts in the life and medical sciences space. The SIM position builds on the responsibilities of Innovation Manager (IM), with greater degree of autonomy in terms of managing files, negotiation with potential partners and licensees, as well as participation in more strategic activities. The SIM will be responsible for managing some of the more demanding portfolio components in the Life & Medical Sciences TTO team with a greater degree of autonomy and self-regulation. They will also provide support to the TTO leadership team and participate in the planning of the Life & Medical Sciences TTO team's activities. The SIM is also expected to be a mentor to more junior colleagues. This SIM will report to the Director, Life & Medical Sciences, Technology Transfer.

Key Accountabilities:

- Support Innovate Calgary's mandate of excellence in technology commercialization
- Work closely with the Commercialization and Disclosure Office at the University of Calgary to ensure faculty members and the University meet their goals and priorities
- Identify new inventions derived from research executed at the University of Calgary by proactively sourcing leads from recently awarded grants, attending research seminars and events, and maintaining relationships with faculty members, students and post-docs
- 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
- Design and initiate commercialization strategies for each technology in the portfolio
- 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 contact with potential licensees
- Negotiate and close license and equity agreements with industry partners and University startup companies with a high degree of autonomy, but in collaboration with TTO leadership

- Maintain and efficiently utilize all aspects of a technology and intellectual property project management database for each technology in the portfolio
- Provide training and mentorship to junior colleagues in the TTO
- Make recommendations to TTO leadership
- Participating in developmental projects for the TTO in order to improve team performance
- Participate in Innovate Calgary strategic projects which necessitate TTO involvement (UCEED, ElevateIP and the like)
- Support TTO leadership with ideas for programming and activities to drive TTO metrics
- Support UCalgary faculty members with grant writing for IP related grant applications
- Deliver workshops and seminars to UCalgary and external community
- Attend and participate in events and panels as an expert in IP
- Attend Innovate Calgary Office hours at different locations on UCalgary campus
- Other duties and responsibilities as assigned

Personal Characteristics:

- Strong business judgement and market evaluation skills
- Exceptional analytical abilities with an entrepreneurial mindset
- Ability to embrace working in a service organization and the requirement to be responsive and deliver output in a timely manner
- Ability to demonstrate initiative and exercise independent judgment
- 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
- 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
- Excellent ability to prioritize projects

Skills & Qualifications:

- MSc or Ph.D. degree in Life Sciences discipline AND
- Minimum of three 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
- Six years of experience in the field of technology transfer and commercialization, innovation, or related industry experience.

  In addition to the above combinations of education and experience:
- Demonstrated experience in negotiating and closing large-scale licensing deals and/or research partnership agreements with the ability to exercise tact and diplomacy
- 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 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 and interests

What We Offer

We provide a well-rounded and meaningful total compensation package designed to support your wellbeing and long-term success. In addition to base salary, we provide:

- **Health & Wellness**: Comprehensive, employer-paid benefits including extended health, dental, disability, life insurance, a health spending account, and an employee and family assistance program. Additionally, you'll have access to an on-site fitness centre.
- **Retirement Savings**: A competitive Group RRSP program with employer matching contributions of up to 5% in your first year, increasing to 8% after your first year.
- **Paid Time Off**: Generous paid time off including vacation, sick days, volunteering time, 13 recognized statutory holidays, plus our office closes annually from December 25 to January 1, providing additional paid time off without reducing your vacation balance.
- **Mission-Driven Work**: Join a highly engaged and purpose-driven team. You'll work alongside people who are passionate about supporting research, innovation, and entrepreneurs tackling some of the world's most pressing challenges.

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.