



## **CSURF Executive Director, Licensing and Business Development**

**Company:** Colorado State University Research Foundation (CSURF) is a private, not-for-profit Colorado corporation, legally separate from Colorado State University. CSURF exists to support and serve the Colorado State University System through intellectual property management & technology transfer services, strategic real estate management & development services, and special project oversight & operational management.

**Location:** 2537 Research Blvd, Suite 200 Fort Collins, CO 80526

### **Position summary**

Salary range: \$140,000-\$150,000 annually, commensurate with experience  
Job type: Full time, Exempt  
Hours: Monday through Friday, 8:00 a.m. - 5:00 p.m.  
Reports to: Vice President, Technology Transfer  
Remote work: 20%

The **Executive Director, Licensing and Business Development**, as a management level staff member, will support CSURF in leading the development and implementation of all facets of technology transfer, business development, startup company interactions, and licensing strategy, which will drive strong faculty and business relationships, and build a robust transactional pipeline. The Executive Director is conversant and comfortable with both academic and commercial partners, capable of fostering and growing networks, and serves as a resource for creating, evaluating, positioning, and identifying partner opportunities for commercially relevant translational research.

### **Essential Job Functions**

**Strategic Planning:** In close coordination with the Vice President, establish plans and execute strategies to meet established goals for licensing and business development functions. This position will be passionate about maximizing the value and impact of Colorado State University's research discoveries and innovations for financial and societal impact through commercialization and industry engagement.

**Leadership:** Provide leadership to the work unit through education, training, mentoring and management of licensing professionals. Establish a culture of continuous improvement for all licensing and business development processes and agreements by reviewing and implementing relevant best practices. Review pending transactions and manage negotiations in association with the licensing professionals to ensure alignment with CSURF's mission. Manage, in coordination with the Vice President, all goal setting as it relates to the licensing and business development functions.

**Supervision:** Supervise day-to-day business development and licensing professionals, including, regular meetings with licensing professionals to establish strategies and expectations for portfolio and deal flow management. Coordinate and manage regular portfolio management meetings with licensing professionals and other staff. Coordinate and manage deal flow meetings to track progress toward established goals in licensing and other strategic collaborations. Complete annual performance reviews for assigned staff.

**Outreach, Marketing and Education:** Nurture positive, professional relationships both inside and outside CSURF and CSU, and be an official representative of CSURF for appropriate technology transfer discussions and programs. Champion educational programs on IP protection, licensing, and industry

engagement to benefit CSURF constituents. Develop and participate in initiatives to inform key stakeholders and constituent communities about innovation at Colorado State University, and champion innovative and entrepreneurial culture in the region. Actively participate in campus, local and regional events/activities to promote innovation, entrepreneurship and intellectual property awareness.

General Responsibilities: Perform other duties as assigned that are necessary to meet and advance CSURF's technology transfer objectives.

#### **KNOWLEDGE/SKILLS/ABILITIES:**

##### **Education**

- **Required:** Bachelor's Degree in a scientific field such as engineering, computer science, life sciences, chemistry or agricultural sciences.
- **Required:** Master's Degree in a scientific field such as engineering, computer science, life sciences, chemistry, agricultural sciences, Business (MBA) or a JD.
- Preferred: Ph.D. in a scientific field such as engineering, life sciences, chemistry or agricultural sciences.
- Preferred: Registered Patent Agent, CLP/RTTP certification.

##### **Experience**

- **Required:** Minimum 10 years' experience in intellectual property licensing and/or business development in brokering licensing arrangements or strategic collaborations within industry or academia.
- Strongly Preferred: Minimum 5 years' experience in an academic technology transfer setting.
- **Required:** Familiarity with the basic concepts of intellectual property law, particularly patent law.
- Preferred: Three years' experience supervising technology transfer or business development professionals.
- Demonstrated experience with technology transfer, business development and/or intellectual property management software platforms.
- Demonstrated experience leading successful negotiations on a substantial number of intellectual property agreements including patents, trademarks, and copyright.
- Demonstrated experience working closely with inventors in an academic or corporate environment.
- Demonstrated experience evaluating intellectual property inventions and assessing commercial market applications.
- Demonstrated experience working with companies of varying size from startup companies to large global companies.

##### **Benefits for full time eligible employees:**

- Medical, Dental and Vision insurance
- Health savings account
- Paid time off
- 401(a) & 403(b) retirement plans
- Standard mileage reimbursement

**Full job description can be found at: <http://csurf.org/about/job-opportunities/>**

To apply send cover letter, resume and minimum of three references via email to:

CSURF\_Human\_Resources@mail.colostate.edu

Or mail to: CSURF/Human Resources P.O Box 483 Fort Collins, CO 80522

No phone inquiries. Applications will be considered until May 20, 2021.