Reports to: Executive Director
Supervises Others: Yes
Employment Type: Full Time / Exempt
Travel Requirements: Moderate, mostly within the state

Location: Charleston, SC

South Carolina Research Authority (SCRA) fuels South Carolina’s innovation economy by accelerating technology-enabled growth in research, academia, entrepreneurship, and industry.

Position Description: The Director – SC Academic Innovations is charged with maximizing the economic impact of South Carolina’s academic institutions of higher education. The Director is responsible for the development and execution of the strategies to build multi-institutional collaborations, including public/private partnerships, support academic startups, and attract additional funding to the state by leveraging academia’s capabilities and infrastructure across the state. This position also leads the SC Medical Device Alliance (MDA) and serves as the Principal Investigator on a U.S. Economic Development Administration i6 award, which in part funds the MDA.

Essential Functions:

Leads experts in diverse disciplines in the acceleration and commercialization of academic applied research.

Facilitates and manages relationships between and among academic institutions, entrepreneurs, and companies in target industries, focusing on translational research and technology commercialization.

Coordinates with the other operating teams at SCRA – SC Launch, SC Ventures, and SC Facilities – to ensure optimal support and seamless handoffs for our clients.

Serves as a member of SCRA’s Leadership Team and, as such, participates in the executive leadership of the organization from both a strategic and tactical perspective.

Represents SCRA in, and where appropriate leads, multi-institutional efforts to develop and implement strategies to advance South Carolina’s innovation economy.

Manages staff tasked with identifying opportunities to obtain research funding, creating teams that draw from the best academic resources across the state, applying for the funding and, in some cases, leading the funded research programs.

Oversees multiple programs that support applied academic research and academic startups.

Manages Entrepreneurs in Residence who provide support to academic startups.

Convenes academic stakeholders and industry to identify areas of common interest among disparate parties and facilitates progress toward mutually desirable business outcomes to expand the innovation economy of the state.

Utilizes a deep understanding of South Carolina academia’s capabilities to foster collaboration and accelerate the application of current research efforts across SCRA’s missions in the areas of advanced materials/manufacturing, life sciences, and information technology.
Identifies appropriate resources to accomplish objectives, both internally and externally to SCRA; works to identify and develop key capabilities.

Demonstrates creative collaboration capabilities to lead progress, overcome obstacles, and negotiate agreements.

Operates at the highest level of ethical conduct.

Serves as a thought leader in academic innovation and entrepreneurship.

**Required Qualifications:**

MBA or related graduate degree, and ten or more years of related experience.

Demonstrated history of facilitating complex relationships among disparate entities, preferably in industry and academia.

Experience managing multi-institutional federal grants.

Familiarity with federal funding agencies and opportunities.

Substantial experience in strategic planning, research management, business development, and commercialization.

Able to quickly master new technical and business knowledge and apply to academic/industry collaborations.

Must possess and demonstrate integrity to handle confidential information.

**Preferred Qualifications:**

PH.D is preferred.

Experience as a founder of a technology startup.

Familiarity with the academic startup environment.

Expertise in raising capital (seed, angel or venture).

Experience in obtaining SBIR/STTR grant funding.

Working knowledge of academic technology transfer.

Domain expertise in the medical device industry.