



Reports to: Executive Director, SCRA and SC Launch, Inc. Board of Directors

**Supervises Others: Yes; Investment Managers, Entrepreneurs-In-Residence,
Operations Manager, and support staff**

Employment Type: Full Time / Exempt

Travel Requirements: Moderate to, extensive at times - mostly within the state

Location: Greenville, Columbia, Summerville or Charleston, SC

Position Summary:

The South Carolina Research Authority (SCRA) fuels the state's innovation economy by accelerating technology-enabled growth in research, entrepreneurship, academia, and industry. SCRA's SC Launch program supports entrepreneurial companies through active mentoring, networking, and bridging the gap from friends and family financing to later-stage investments.

The Director is responsible for the development and execution of the strategic and operational plans of the SC Launch program including the leading of a team of Investment Managers (IMs) and Entrepreneurs-In-Residence (EIRs), collectively referred to as the "Managers," an Operations Manager, a Program Coordinator, and dotted line oversight of a Financial Investment Manager in the mission of SC Launch and interfacing with the SC Launch, Inc. Board of Directors as Executive Director of SC Launch, Inc.

Essential Functions:

- Identifies qualified startup and early-stage companies employing new technologies within SCRA's industries of focus: Life Sciences; Information Technology; and Advanced Materials and Advanced Manufacturing.
- Serves as general manager over all SC Launch operations, ensuring processes are in place to make informed, timely, accurate, and consistent decisions regarding direct investments and serving on team reviews of company grants, including all phases of tracking, reviews, negotiations, and tactics.
- Assists Managers with the identification and qualification of business leads and works with the SC Launch team to ensure that qualified companies move through the member company, grant, and investment application processes.
- Leads the due diligence process prior to offering an invitation to companies to present to the SC Launch, Inc. Board of Directors for their consideration to invest.
- Ensures investment recommendations are communicated effectively to the SC Launch, Inc. Board of Directors, which makes final investment decisions.
- Assures the SC Launch, Inc. Board of Directors is staffed with qualified members; manages incoming and outgoing Board member terms to assure adequate coverage; provides orientation for new Board members.
- Represents SCRA and SC Launch, Inc. at various events including trade shows, award ceremonies, conferences, etc.
- As a member of the SCRA Leadership Team, continually works with other SCRA Directors to support



their respective business pursuits and maximize synergies among the programs; participates in the development and implementation of corporate strategic and tactical plans, etc.

- Serves as a source of competitive and market intelligence and provides input to SCRA Executive Director and others regarding industry trends, investor concerns, and competitor actions, which may impact SCRA and the state.
- Acts as a thought leader at the state, national, and international levels in areas such as entrepreneurship and early-stage investment.
- Manages all phases of financing and legal agreements in structuring business arrangements with member companies, including valuation modeling and contract negotiations consistent with SCRA and SC Launch, Inc. established practices in close cooperation with the Finance team.
- Participates in the development of the SCRA annual operating plan and balanced scorecard, for financial and human resources as well as performance metrics and outcomes.
- Manages the deployment of capital per approved annual operating plan and operates within established budgets.
- Develops, manages, and tracks performance metrics for the SC Launch program and staff.
- Complies with and supports SCRA policies.

Qualifications:

- Master's degree and ten or more years of related experience. Ideal candidate will possess a combination of academic training in science and technology-related disciplines as well as economics, finance, or investments-related fields.
- Working knowledge of intellectual property and early-stage technology development and commercialization processes is required.
- Previous experience with mergers and acquisitions, investment management, and/or intellectual property transactions is required.
- Demonstrated ability to professionally represent the company in an effective manner to a wide audience of seasoned and early-career entrepreneurs, executives, board members, etc. in a diverse range of industries and varied fields of technology is required.
- Startup or early-stage company development participation as founder, active principal or in a key management role is highly desired.
- Must be technically capable of working with up-to-date computer technology, including MS Office Suite and MS Dynamics.
- Must be able to travel and work extended hours in support of program objectives.