



University of Bridgeport

Department of Human Resources

Director, Technology Transfer and Venture Development

The University of Bridgeport (UB) is committed to advancing technology-based entrepreneurship and innovation as part of its role in promoting economic growth and development for the state of Connecticut, the region, and the nation. UB is seeking qualified candidates for the new position of **Director, Technology Transfer and Venture Development**, reporting to the Dean, Industry Outreach and Business Development within the Technology Commercialization group of the Office of the Senior Vice President for Graduate Studies and Research.

Position Summary

The Director role is a one-year, renewable appointment. The incumbent will be part of a team responsible for identifying, developing, and expanding entrepreneurial opportunities for UB faculty and students, as well as UB's partner institutions as part of the CTNext grant. The selected candidate will work directly with these constituents to form new ventures and support existing startups in the STEM disciplines, across a broad variety of business sectors such as biotech, manufacturing, health sciences and software, among others.

The ideal candidate will have a track record of engagement of successful technology startups, and will seek opportunities to identify and support the next generation of entrepreneurs. S/he will bring an ability to balance financial and business acumen with an aggressive, creative, and dynamic approach to startup creation.

GENERAL DUTIES AND RESPONSIBILITIES

- Recruit and support UB and partner faculty and student entrepreneurs to launch new technology-based ventures; facilitate business planning, development, and connections; coach teams to develop investable business plans and identify funding opportunities.
- Help educate faculty commercialization, and to understand business and financial models necessary to attract partners and investment.
- Write and file provisional, full and /or PCT patent applications.
- In conjunction with other UB innovation, entrepreneurship and technology commercialization faculty leaders, provide educational and advising services prior to company formation to help startup teams research market opportunities among a broad range of industries; develop educational programming and curriculum addressing a variety of business and technical topics to inform and support new and existing venture development and growth; collaborate with entrepreneurial programs university-wide, including those within academic departments and schools/colleges, to establish, operate, and support a portfolio of UB programs such that they are well-coordinated and highly effective.
- Continuously evaluate and identify funding options for a portfolio of startups, and prepare companies to attract funds from public investment programs such as those offered by Connecticut Innovations, CT Department of Economic and Community Development, and federal SBIR/STTR programs, as well as angel and venture capital organizations.

- Develop a dedicated pool of subject matter experts to mentor, advise, and/or manage UB and partner institutions teams on technical, regulatory, legal and business topics.
- Coordinate with the UB Innovation Center and CTech IncUBator to transition ventures from virtual to physical operations.
- Review and assess technologies disclosed to Technology Commercialization Services to determine the optimum pathway for commercialization; and promote those that are startup opportunities among entrepreneurial communities at UB and through its partner institution coordinators.
- Establish a Technology Commercialization Steering Committee comprised of UB and partner institution members.

Minimum Qualifications For This Position Include:

- Ph.D. degree in an area of relevance to the position.
- At least five years of significant experience working in a leadership position in (1) funding and supporting early stage technology companies, or (2) a technology startup environment, or (3) a growing technology company or (4) a university technology commercialization program,
- Demonstrated ability to act as an integrated team member, communicating openly with internal and external stakeholders to focus on technology venture invention and commercialization opportunities.
- Demonstrated ability to forge mutually beneficial partnerships with industry, government agencies, angel investors, venture capitalists and licensing entities.
- Understanding of issues and challenges associated with research and development in a university setting, including the invention process and developing intellectual property.
- Excellent organizational and administrative skills.
- Willingness to carry out job responsibilities both at UB and its partner locations.
- Excellent interpersonal, written, and oral communication skills.
- Proven track record for raising capital for early stage companies, Successful exit(s) from startup or technology companies including licensing.
- Should be or will become a patent agent.

The University of Bridgeport is an affirmative action and equal opportunity employer and is committed to building a diverse university community; we encourage members of underrepresented groups to apply. The University of Bridgeport offers a competitive salary and benefits package. Review of applications will begin immediately and continue until positions are filled.

Qualified applicants should send a cover letter, resume and address/contact information of 4 references to:

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Director, Technology Transfer and Venture Development
 University of Bridgeport,
 126 Park Avenue. Wahlstrom Library 7th Floor
 Bridgeport, CT 06604
employment@bridgeport.edu
 Fax: 203 576-4601

(unless there is a bona fide occupational qualification related to employment), or any other unlawful factor. Protected class characteristics include race, color, ethnicity, religion, age, creed, ancestry, workplace hazards to reproductive systems, sex (gender identity, gender expression, sexual harassment), marital status, civil union status, sexual orientation, genetic information, pregnancy, national origin, physical/mental/learning disability, veteran status and any other group protected by civil rights laws.

The University of Bridgeport complies with Clery Act and maintains records of campus crime statistics and security policies. Copies of University of Bridgeport Annual Security and Fire Report reports are available at
<http://www.bridgeport.edu/Media/Website%20Resources/documents/life/CampusSecurityReport.pdf>