



Position: Technology Advancement Manager

Reports To: Chief Strategy Officer

Manages: Strategy Coordinator

Context: LaunchTN aims to make Tennessee the best state in the nation for start-ups by empowering a high-functioning network of resources focused on core priorities that support Tennessee's entrepreneurial ecosystem. Partnering with state-wide Network Partners and other stakeholders, we aim to build an accountable environment of systemic teamwork, collaboration, and communication that supports our three core strategies:

- Build new and enable existing resources for an entrepreneur and innovation ecosystem across the state
- Create greater awareness of the impact of our work
- Operate with reliable and scalable fiscal and operating policy and procedures.

Our organization believes that:

- We are trailblazers in the innovation economy.
- We believe audacious pursuit of entrepreneurship drives sustainable business creation that transforms communities.
- We create connectivity through collaboration among our stakeholders to enable a high functioning environment in which entrepreneurs can thrive.
- Through authentic leadership and partnership, our words and actions demonstrate dedication and enthusiasm for our mission.

Our team values are:

- Collaboration and teamwork
- World-Class quality
- Continuous improvement and learning
- Accountability for actions, behaviors, performance and decisions
- Champion diversity and inclusion

POSITION SUMMARY:

This position is responsible for the execution of a statewide effort to support early-stage science and technology ventures through and is responsible for LaunchTN's role to assist with commercializing technology and advancing tech-based business. By establishing meaningful and systematic market-focused collaborations around Tennessee's technology assets among our Mentor Networks, Network Partners, and other stakeholders, this position ensures the connection of advanced technology and research to the appropriate stakeholders to build innovation capabilities in our ecosystem.

ROLES AND RESPONSIBILITIES:

1. SBIR/STTR Matching Fund Administration

- Administer the state's SBIR/STTR Matching Fund; which includes reviewing and evaluating criteria and applications to the fund, notifying those chosen (and not chosen) for award, and ensuring timely and accurate disbursement of the Fund in accordance with state guidelines
- Organize communication to state legislators and other key stakeholders, highlighting the innovation from companies in their districts receiving Matching Funds; to increase awareness of/support for growth of state SBIR/STTR Matching Funds

- Conduct mid-year updates/evaluations of current grantees, along with annual reporting of all companies receiving awards program-to-date, to gather data on the effectiveness and importance of the Matching Fund; to share success stories and connect them to other state/local resources as necessary
- Establish LaunchTN as a state and federal policy influencer by conducting ongoing review/assessment of program eligibility/guidelines to ensure that Tennessee's Matching Fund is competitive with the programs offered by other states, regionally and nationwide
- Promote Tennessee's Matching Fund (along with other commercialization resources) on a national stage, as part of LaunchTN's efforts to recruit and support new science-/tech-based companies

2. Promotion of Tennessee's Science & Technology Innovation

- Develop a framework to leverage Mentor Network, Network Partners, and ecosystem builders that optimizes the participation of BigCos interested in engaging science-/tech-based innovation; develop and maintain a strong familiarity with the trends characterizing Tennessee's core industries to position LaunchTN as an expert when engaging with BigCos/industry leaders
- Create and facilitate opportunities to highlight Tennessee's breakthrough science and technology innovation (share success stories); for audiences of investors, corporations, industry leaders, and policymakers to view and interact with early-stage companies commercializing technology at the right time/stage
- Support the monthly publication of LaunchTN's Lab to Market newsletter
- Support the Capital Formation Manager's efforts to develop a deal flow by engaging Network Partners and tech transfer offices (TTOs) in the creation of an interactive online platform/database of accessible lab facilities and equipment, along with other efforts to increase connectivity and engagement among Tennessee's universities and research institutions
- Represent Tennessee's science- and tech-based innovation at out-of-state and industry-specific conferences and gatherings, while also convening thought leaders in-state to discuss the advancement of technology within Tennessee; all to establish LaunchTN as a thought partner/leader on best practices, policies, and programming
- Advocate for the growth/expansion of Tennessee's SBIR/STTR Matching Fund, growth of SBIR/STTR federal funds available, and new federal program(s) for investment into emerging businesses to create collaborative opportunities for companies and network partners to engage on state and federal policy initiatives affecting the science/tech-based startup ecosystem, establishing LaunchTN as a state and federal policy influencer

3. Mentor Network and Network Partner Commercialization Support

- Build/maintain working relationships with all ecosystem partners; particularly industry and academic researchers and science- and tech-based ventures
- Manage the state's relationships with federal agencies granting SBIR/STTR awards and facilitate opportunities for startups to engage and connect directly with program managers
- Together with the Capital Formation Manager, explore feasibility of new funding mechanisms (especially corporations) to launch and support a new commercialization-focused fund
- Facilitate the growth of successful TN-based SBIR/STTR applications by empowering the Tennessee ecosystem (including through LaunchTN's own microgrants, workshops, and office hours) and working alongside partners to increase understanding of value and impact of such resources within the ecosystem
- Support the execution of the statewide Mentor Networks to help early-stage companies reach a successful funding event; and utilize those Mentor Networks to engage with potential investors and corporate/industry partners
- Support an industry networks growth plan to aid in LaunchTN's growing support of the innovation economy by 1) recruiting and retaining startups, 2) retaining and attracting new capital, and 3) expanding opportunities for Tennessee-based entrepreneurs and startups, all in targeted industry segments

- Work alongside Network Partners to, through thought partnership and shared resources, support their development and ownership of commercialization-focused initiatives (positioning them as the front-door to start-ups and prioritizing navigation to Network Partners and stakeholders for inbound opportunities in Tennessee).

REQUIREMENTS:

- A passion for and understanding of the entrepreneur ecosystem
- Excellence in organizational/program management
- Strong communication and relationship-building skills
- Has a bachelor's degree (required) or master's degree (preferred)

INDICATORS OF SUCCESS:

- Increased availability of SBIR/STTR funding opportunities
- LaunchTN commercialization and technology advancement resources are aligned and integrated towards achievement of the strategic priorities
- Network Partners understand the value and importance of technology advancement, as evidenced by their increased understanding, involvement, and participation in such efforts
- LaunchTN and Network Partners collaborate and work together to achieve shared goals
- Positive feedback from stakeholders
- Positive feedback from peers and supervisor(s) on performance

Qualified candidates may apply to info@launchtn.org

LaunchTN is an equal opportunity employer.