

Reports to: Director, SC Academic Innovations (SCAI)

Supervises Others: No

Employment Type: Part-time (20 hours a week)

Travel Requirements: Moderate, mostly within the state

Location: Greenville or Clemson

South Carolina Research Authority (SCRA) was chartered in 1983 by the State of South Carolina as a public, non-profit corporation, to fuel South Carolina's innovation economy by supporting entrepreneurs, enabling academic research and its commercialization, and connecting industry to innovators. Through SCAI, select early-stage companies with academic affiliations are provided mentoring, networking, and grants. The SCAI EIR will coach Client Companies with the objective of ultimately being accepted into the next phase of SCRA support – the SC Launch program.

SCAI Client Companies must be:

- 1) based in South Carolina (SC) with more than 50% of their payroll in SC;
- 2) either advancing intellectual property from an SC academic institution of higher learning or founded by a faculty member from an SC academic institution;
- 3) developing technology with intellectual property in the Advanced Materials/Manufacturing, Information Technology, or Life Sciences sectors.

Position Description:

The Entrepreneur in Residence (EIR) is responsible for providing expert advice and mentoring to entrepreneurs, facilitating company development for potential SC Launch Program candidates, and providing guidance to companies on securing Academic Startup Assistance Program (ASAP) and SBIR/STTR Matching Grant funding. This position will serve academic startups in the Upstate region of South Carolina. The EIR will partner with key stakeholders and assist in growing the entrepreneurial ecosystem in the state. The EIR will work one-on-one with entrepreneurs, coaching them in the development and execution of their business plans and pitch decks. The EIR will be responsible for introductions to potential sources of funding, additional business advisors, and resources, if needed. The EIR will also provide guidance on business strategies and securing funding from both investors and grants. Successful candidates will be seasoned entrepreneurs, business executives, and/or investors with accomplished business backgrounds.

Essential Functions:

- Evaluate and assess the business potential of prospective Client Companies and provide recommendations for applying for SCAI funding, when timely and appropriate.
- Cultivate and advise Client Companies in strategic areas that foster development and growth of the companies.
- Coordinate with SC Launch Investment Managers regarding milestones to be achieved to qualify for subsequent graduation to SC Launch
- With SC Launch EIRs, convene sector- and skills-based subject matter experts to help cultivate startup talent and advisory services support.
- Develop and support the delivery of educational materials in entrepreneurship to address the

needs of academic stakeholders.

- Assess how candidate Client Companies may complement or potentially partner with other SCRA stakeholders, including existing Client Companies, SC Ventures and SC Launch networks.
- Identify gaps, deficits, and obstacles to company maturation and identify resources to overcome the obstacles, which will cultivate and mature current and prospective Client Companies.
- Engage with university technology transfer offices to identify gaps in support for academic entrepreneurs and develop solutions through collaboration within the ecosystem.
- Manage the application process for Upstate Client Companies for the ASAP and SBIR/STTR Matching Grants; contribute to the contracting process with the SCRA internal team; and contribute towards the drafting of solicitations for these programs.
- Serve as a champion for applications from Upstate-based companies for the ASAP and SBIR/STTR Matching Grants, which includes making recommendations for funding to the SCRA Company Reviews team, garnering support and input from an SC Launch Investment Manager for long-term prospects for the company to advance to SC Launch, preparing the company to present at the SCRA Company Reviews, and determining when companies have met the eligibility and funding criteria for the programs.
- Participate in monthly Company Reviews and grant funding decisions.
- Perform other related duties as assigned.

Qualifications:

- Bachelor's Degree with a minimum of seven years of relevant experience, preferably including mentoring early-stage, technology-based companies.
- Experience as a founder of a technology startup is strongly preferred.
- Ability to communicate clearly, in verbal and written forms, formally and informally at all levels within the organization.
- Ability to identify, address and resolve complex issues in a professional manner.
- Proven skills in teamwork and individual responsibility to accomplish goals.
- Expertise in securing multiple rounds of financing (angel or venture), preferably with experience in obtaining SBIR/STTR grant funding.
- Must have experience in at least one of the following areas: Information Technologies, Life Sciences, and/or Advanced Manufacturing and Materials.
- Strong leadership and interpersonal skills managing a technology company.

Physical Efforts:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions. Regular physical activity to include walking, bending, stooping, reaching, standing and prolonged sitting. Ability to use phone and computer systems, copier, fax, and other office equipment. Must be able to occasionally move/lift to 25 pounds with or without reasonable accommodation.