



Director, UConn Technology Incubation Program

Program Director, UCP 8

The University of Connecticut (UConn) is committed to advancing technology-based entrepreneurship as part of its role in promoting economic growth and development for the state of Connecticut, the region, and the nation. UConn is seeking qualified candidates for the new position of Technology Incubation Program (TIP), Director, reporting to a University Director within the Technology Commercialization Services group of the Office of the Vice President for Research.

Position Summary

The TIP Director will be responsible for delivery of services to a diverse client base of early stage technology companies primarily located at UConn, the State of Connecticut and Regionally. The director will arrange access to a broad base of unique University resources including faculty collaborators and research facilities, and will provide individualized opportunities for clients to receive business development support, including contacts with investors, mentors and business advisors able to offer funding and business assistance. The director will create on-site networking, educational forums and relevant service programs in collaboration with partners at UConn and beyond.

The selected candidate will directly advise companies at the TIP across a broad variety of business sectors such as biotech, pharmaceuticals, medical devices, diagnostics, aerospace, cleantech and software, among others. The ideal candidate will have financial and business acumen, an ability to understand and communicate technology venture concepts and provide solutions to startup challenges, support programs and opportunities. Experience working with life sciences ventures and knowledge of the regulatory landscape for such companies is important.

Specific duties and responsibilities include:

- Active outreach for identifying and recruitment of high quality of companies for placement in TIP.
- Developing educational programming or general service opportunities (seminars, office hours, discussion groups, mentor assignments) at each site.
- Arranging access to university physical and intellectual assets (manage client operational requirements for lab, offices, and faculty, staff or service centers.)

- Providing individualized business support – selectively work one-on-one with companies to mentor, coach, arrange introductions, prepare and accompany to meetings.
- Ensuring administrative program integrity – develop and maintain internal processes that support leasing and graduation policies, and support compliance with University policies.
- Providing for program integration and development – identify and promote program/company integration opportunities on campuses, i.e. faculty interaction and methods for easy access to resources.
- Developing and maintaining contacts in the business and nonprofit technology community that enable support for clients.
- Representing and promoting the University/TIP companies at public events for start-ups, entrepreneurs, and investors, i.e. CT Technology Council awards, CT Venture Group. etc.

Minimum Qualifications

1. Undergraduate degree in an area of relevance to the position and at least five years of experience working in a leadership position in (1) a technology startup environment; (2) a growing technology company; (3) a university technology commercialization program; or some combination of the three.
2. Demonstrated ability to act as an integrated team member, communicating openly with internal and external stakeholders to focus on technology venture opportunities.
3. Demonstrated ability to forge mutually beneficial partnerships with industry, nonprofits, and government agencies.
4. Understanding of issues and challenges associated with research and development in a university setting.
5. Excellent organizational and administrative skills.
6. Willingness to carry out job responsibilities both in Storrs and Farmington.
7. Excellent interpersonal, written, and oral communication skills.

Preferred qualifications include:

1. Undergraduate degree in science, engineering, or business; MBA.
2. Graduate degree or significant work experience in biotechnology.
3. Experience leading or investing in successful technology ventures.

To Apply

Applications must be submitted through the UConn Jobs page at: <http://hr.uconn.edu/jobs/>, and should include a **cover letter** and **resume** demonstrating

how the qualifications and requirements of the position are met, and contact information for **three professional references**.

Review of applications will begin immediately and continue until the position is filled. Employment of the successful candidate will be contingent upon the successful completion of a pre-employment criminal background check.

Appointment Terms

The University of Connecticut offers a comprehensive package of salary and benefits, including medical, dental, retirement, tuition, employee assistance, and supplemental benefits <http://hr.uconn.edu/benefits-summaries/>. This position is classified as a professional position under the University of Connecticut Professional Employees Association collective bargaining unit (UCPEA), with a work schedule normally approximating 35 hours per week. Salary is competitive and commensurate with qualifications.

For confidential inquiries or additional information, please contact:

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This job posting is scheduled to be removed at 11:59 p.m. Eastern time on February 5, 2017. (Search #2017342)

All employees are subject to adherence to the State Code of Ethics which may be found at <http://www.ct.gov/ethics/site/default.asp>.

The University of Connecticut is an EEO/AA employer.

The University of Connecticut (UConn) is a Land Grant and Sea Grant college and member of the Space Grant Consortium, and is ranked among the top 20 public universities in the nation according to the 2017 U.S. News and World Report. In support of an ambitious state investment in economic development, higher education and research, the Office of the Vice President for Research seeks highly motivated, skilled, and engaged individuals to work within an increasingly diverse and complex research environment.