

Licensing Associate / Manager / Senior Manager, Licensing and Business Development
Job Posting

Specialty Area 2: Infectious Disease, Reproductive Sciences or other life sciences areas

Specialty Area 1: Physical Sciences or Engineering

Position / Title depends on level of experience



Colorado State University Research Foundation (CSURF) is a private, not-for-profit corporation, legally separate from Colorado State University, located in Fort Collins, CO. Founded in 1941, CSURF supports and serves the Colorado State University System through intellectual property management & technology transfer services, strategic real estate management, development services, special project oversight, and operational management. The CSU System consists of Colorado State University Fort Collins (CSU), CSU Pueblo, CSU Global, CSU Todos Santos Center and the CSU Spur campus at the National Western Center (coming in 2022).

Set against the foothills of the Rocky Mountains, Fort Collins, the Choice City, is a vibrant and growing city overflowing with opportunity. Families, outdoor enthusiasts and high-tech entrepreneurs feel at home in Fort Collins, the largest city in northern Colorado. With CSU midtown, innovation and enthusiasm course throughout the city, which is also a hub for craft beer revolution. When you move here, you'll instantly feel connected – Fort Collins has a friendly, welcoming culture with many groups, spaces and activities designed to bring people together, no matter your interests. Top Industries are education, manufacturing, high-tech and healthcare.

The Technology Transfer unit of Colorado State University Research Foundation (CSURF) actively supports and promotes the transfer of research and innovations from across the Colorado State University System into the marketplace to benefit society. CSURF serves as a resource for CSU system faculty, staff and students, and for industry, entrepreneurs, and investors seeking to further research or commercialize a technology that has originated within the CSU System.

CSURF is seeking technology transfer professionals, at varying levels of experience, to be a contributing staff member, responsible for portfolio management including identifying, evaluating and licensing inventions from researchers at institutions in the Colorado State University System. Responsibilities include ability to identify technologies with commercial applications, evaluate the commercial potential of inventions, identify potential licensees, prepare nonconfidential technical information for marketing purposes, develop and implement market strategies for each technology, draft and negotiate licensing and other agreements.

Senior Manager:

This is the highest level, non-supervisory position, and may stand in for the Managing Director when necessary. Working independently, the Senior Manager approves non-standard license terms, interprets policies, train staff, and provides overall guidance.

Manager:

This mid-level, non-supervisory professional negotiates and approves license terms within established parameters, works under general guidance with periodic review of work, and may advance to the Senior Manager level when experience and performance requirements are met.

Associate:

This entry-level, non-supervisory professional works under close supervision with frequent review of work and may advance to Manager level when training is complete and experience requirements are met.

QUALIFICATIONS Knowledge/Skills/Abilities

Education:

Required, All Levels: Bachelor's Degree in a field relevant to the Specialty Area

Preferred, Senior Manager: Advanced Degree relevant to Specialty Area, Business (MBA), JD or a PhD

Preferred: Registered Patent Agent, CLP/RTTP certification

Experience:

Required years' experience in technology commercialization, licensing, business development or IP management as follows:

Licensing Associate: < 3 years.

Manager: 3-7 years.

Senior Manager: 7+ years.

Preferred years' experience in an academic or not-for-profit technology transfer setting as follows:

Licensing Associate: < 2 years

Manager: 2 years

Senior Manager: 3+ years

Required: Familiarity with the basic concepts of IP law, particularly patent law. Outstanding customer service, evidence of high level of confidentiality and ethical behavior. Knowledge of science, business principles, laws and regulations that relate to patenting, licensing, and commercialization of inventions. Demonstrated experience in technology transfer, business development and/or IP management software platforms; leading successful negotiations on a substantial number of IP agreements including patents, trademarks, and copyright; work closely with inventors in an academic or corporate environment. Evaluate IP inventions and assess commercial market applications. Demonstrated skills in handling complex inter/intra organizational issues and relationships. Ability to work in a fast-paced environment managing multiple projects. Excellent oral and written communication skills. Demonstrated experience working with companies of various sizes from startups to large global companies.

KEY JOB RESPONSIBILITIES

Develop Invention Portfolio: Build relationships with inventors and encourage submission of technologies for commercialization. Support inventors research and entrepreneurial interests and goals. Introduce LaunchPad and other CSU and community resources to faculty, students, and staff, when interest arises in formation of a start-up company. Advise and educate faculty, staff and students regarding protection of intellectual property (IP) and technology commercialization matters, working with Patent Manager, attorneys and inventors on patent protection and filing applications and assist preparation of required reports for government funded technologies.

Manage Intellectual Property: Review newly disclosed or assigned invention disclosures. In collaboration with staff, determine patentability using prior art search and market assessment. Track invention activities and agreements. Draft legal agreements in coordination with CSU legal counsel and work with CSU and the industry sponsor on patent and license issues and provide an approved license agreement. Negotiate terms of licenses, options, confidentiality, and other agreements.

Evaluate Invention Disclosures: Evaluate invention disclosure and determine marketability in coordination with other Technology Transfer staff and universities as needed. Coordinate with internal counsel to draft and negotiate terms of an Inter-Institutional Agreement (IIA).

Technology Commercialization: Develop and implement communication and commercialization plans customized to each technology. Manage industry relationships as a liaison between CSU faculty, staff, students and potential licensees, patent and contract attorneys, industrial scientists, senior business development executives, entrepreneurs and venture capitalists. Assist preparation of written reports for CSURF Board of Trustees and CSU administration.

Outreach, Marketing and Education: Generate a non-confidential summary of the technology to be used for marketing, post various sites and outreach to relevant parties. develop creative marketing and licensing strategies. Represent CSURF and CSU at professional meetings and conferences. Perform other duties as assigned that are necessary to meet CSURF's technology transfer objectives.

Salary Range

Licensing Associate: \$60,000-\$80,000
Licensing Manager: \$80,000-\$110,000
Senior Licensing Manager: \$110,000 - \$135,000

Job type: Full time, Exempt

Hours: Monday through Friday, 8:00 a.m. - 5:00 p.m.

Location: 2537 Research Blvd, Suite 200

Remote Work: up to 20%

BENEFITS for full time eligible employees:

- 401(a) & 403(b) retirement plans
- Health, Dental and Vision insurance
- Health savings account
- Paid time off
- Standard mileage reimbursement

Full job description can be found at: <https://csurf.org/about/job-opportunities/>

To apply: send cover letter, resume and three references

via email to: CSURF_Human_Resources@mail.colostate.edu

or via mail to CSURF/Human Resources P.O Box 483 Fort Collins, CO 80522

Incomplete applications will not be considered.

Applications will be considered until position is filled.