



Atlanta, Georgia

Associate Director of Licensing, Senior Licensing or Licensing Associate Position Specification

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<http://www.gatech.edu/>

Prepared by:
The Vortechs Group

THE UNIVERSITY:

Georgia Tech is a public university, that has been ranked by *U.S. News and World Report* among the country's very best, every year, for nearly two decades. With diverse top-notch faculty and researchers dedicated to solving complex problems, Georgia Tech is at the forefront of some of the most interesting interdisciplinary research occurring today.

The faculty and researchers at Georgia Tech are dedicated to excellence in creating intellectual property and advanced research for the greatest public good. They work in a research university fueled by interdisciplinary collaboration. The university aims at bringing together the best in education, government, industry, and research for the most impactful application of the technology on society.

Georgia Tech is home to more than 200 research centers and laboratories, a main driver behind the University's entrepreneurial culture. The Office of Industry Engagement, and research in general at Georgia Tech, believes in building collaborative partnerships throughout the university community and beyond.

The Georgia Tech Research Corporation (GTRC) embodies Georgia Tech's founding spirit of innovation and entrepreneurship in engineering, science, and technology. By serving as the contracting entity for all sponsored research activities at Georgia Tech, we help our researchers' discoveries drive global competitiveness across Georgia, the nation, and the world.



GTRC serves as the contracting entity for all sponsored research activities at Georgia Tech and licenses all intellectual property (patents, software, trade secrets, etc.) created at Georgia Tech. For more about research at Georgia Tech see:

<http://www.research.gatech.edu/>

<http://www.gtrc.gatech.edu/>

For more information about the University visit: <http://www.gatech.edu/>

THE OPPORTUNITY

This position manages a portion of the University's intellectual property portfolio in order to successfully transfer it to industry or government for commercialization. This position handles highly complex license agreements and a large portfolio of IP for this collaborative research-based University. The title is flexible based upon the candidate's experience

This person represents the University's research community to industry, exhibiting the utmost professionalism and possessing excellent communication and interpersonal skills. The Position works with top researchers and innovators, looking to continue the development of their technologies in a commercial environment. This is a highly collaborative University and the position works with a variety of researchers across multiple disciplines, as well as people in industry, government, and education for the benefit of the University and the research community. The manager may also train, guide, and mentor junior staff.

Candidates should be creative thinkers with a flexibility of thought and style to maximize benefit to University stakeholders. Exceeding stakeholder expectations and cultivating a collaborative environment of exchange are essential to success in this role.

Key Responsibilities:

This position will work proactively with Georgia Tech researchers to ensure appropriate protection of intellectual property, innovations, and discoveries. The Position of Licensing will possess the following skills and perform these duties:

- **Academic or Industrial Licensing and Technology Transfer Expertise**
 - evaluate research discoveries for commercial application and negotiate through the stages of the technology transfer process
 - partake in scientific discussions with faculty experts and industrial partners
 - actively engage faculty and their research in the commercialization process
- **Intellectual Property Management**
 - work with staff to improve and maintain procedures for administrative efficiency, and develop internal forms and systems as needed, provide reports to Georgia Tech Industry Engagement leadership and others as necessary
 - ensure compliance with Georgia Tech, State and Federal laws, regulations and policies applicable to technology transfer and intellectual property
 - create and manage patent filings, copyright or trademark registration in coordination with the inventors, authors, and intellectual property counsel
 - review prior IP agreements for conflicts of obligation; facilitate compliance for obligations under federal grants, Bayh-Dole Act, and Georgia Tech's mission

- draft and negotiate license agreements and various other intellectual property contracts
 - provide guidance and serve as a resource to junior licensing staff members
 - develop marketing strategies, materials, and website information on IP-protected cases. Market IP and establish contacts with potential licensees. Maintain and build relationships with industry contacts as licensees and/or potential licensees. Manage IP portfolio and decisions on future license potential.
 - complete technology assessment and commercial/patent reassessment on assigned invention disclosure within the Office of Industry Engagement's established time frames, including an evaluation of patentability and commercial opportunity. Recommend appropriate IP protection (patent or copyright) and patent conversions.
- **Institutional and Community Representation**
 - represent the university in technical and professional meetings, and through meetings with faculty and commercial partners

Minimum Qualifications:

In order to excel in this position, candidates must have:

- a life, physical sciences or engineering background, bachelor degree with equivalent experience required; experience in commercializing IT, software and/or engineering research; CLP, RTTP or equivalent and/or be a Registered Patent Agent (helpful). advanced degree preferred. Chemistry, biomedical engineering or biology degree preferred.
- 3 years experience in university technology transfer or management of industry partnerships. At least 3 years of technology evaluation and licensing experience.
- Demonstrated experience drafting and negotiating agreements for licensing and transfer of materials with understanding and experience of marketing technologies developed within an organization.
- ability to work with diverse faculty and students in the early evaluation of technologies, with a working knowledge of intellectual property law, contract law and agreement drafting.
- excellent analytical and communication skills, including the ability to present written or oral materials in a concise and professional manner.
- independent judgment and initiative are essential.
- demonstrated ability to interact effectively and productively with a variety of stakeholders including faculty and senior officials from academia, industry, and government.
- ability to manage a complex portfolio of diverse technologies and carry multiple, extended projects concurrently through to completion, with respect to technology development, milestones, and non-financial terms of the licenses.

- ability to develop and implement marketing strategies for technologies including the fostering of start-up companies.
- direct high-profile initiatives as identified by the Office of Industry Engagement. Communicate with and educate inventors, researchers and students, along with departments and schools in order to better understand the potential for inventions and research done at Georgia Tech.

PROCEDURE FOR CONSIDERATION:

Confidential review of applications will begin immediately and continue until the position is filled. Interested candidates should send resume, deal sheet and salary expectations to:

Lisa Rooney
Partner
lisa@vortechsgroup.com



"Atlanta at Sunset" image credit: Steve Hardy via Flickr

ATLANTA SIZZLES YEAR-ROUND AND WE'RE NOT TALKING TEMPS

Atlanta is a cosmopolitan city of big business and corporate headquarters, movie production, top universities, a thriving culture and arts scene, a culinary adventure, and that's only the beginning. It's rich with history and opportunity and home to America's busiest airport, with more direct flights meaning you can get where you want to go faster.

Atlanta is an interesting mix of down-home southern charm and world-class sophistication. Take in a Braves game; visit the Martin Luther King Jr., Center for Civil and Human Rights; run through the fountains at Centennial Park, or view the majesty of this city from the Ferris wheel in downtown.

From one of the city's newest attractions – the College Football Hall of Fame – to the enormous mouth of the whale shark at the Georgia Aquarium, Atlanta doesn't disappoint in the unique opportunities it serves up daily.



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For more information on Atlanta visit:

<http://www.atlanta.net/>
<http://www.atlantaga.gov/>