Careers at the U-I Interface
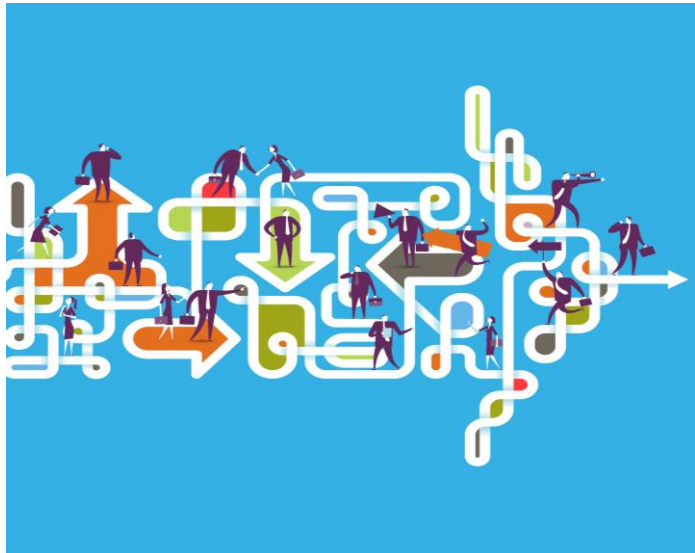

UIDP Face2Face | March 31, 2022
Panelists Mary Shirley-Howell, Dennis Fortner, Terry Grant | Sandy Mau, moderator

Crossing Sectors, Creating Impact

- 124 UIDP member representatives

- 93% had personally changed career sector

  - 55% corporate/academic relations (connectors)

  - 17% research program leadership

  - 11% tech scout/tech manager

career path
Mary Shirley-Howell

- Graduated from **Auburn University** with B.S. in Wildlife Sciences
  - Spent a decade working in the outdoors – whitewater kayak school, community organizing to influence TVA, environmental education, outdoor retail, wilderness therapy
- Hired into fundraising at **Alzheimer's Association**, then **Auburn University**
  - Pulled heavily on teaching, community organizing, formal communications skills and analytical buying experience
- Graduated from **Saint Mary's University of Minnesota** with M.A. in Philanthropy & Development
  - Focus on systems and culture – move to work for the VP for Research and Economic Development
- Life required job shift away from fundraising; transitioned into corporate relationship management
- Graduated from **Auburn University** with an M.B.A.
  - Often asked why I didn't get a PhD
- Moved to **HudsonAlpha Institute for Biotechnology**
  - Recruitment role, real estate
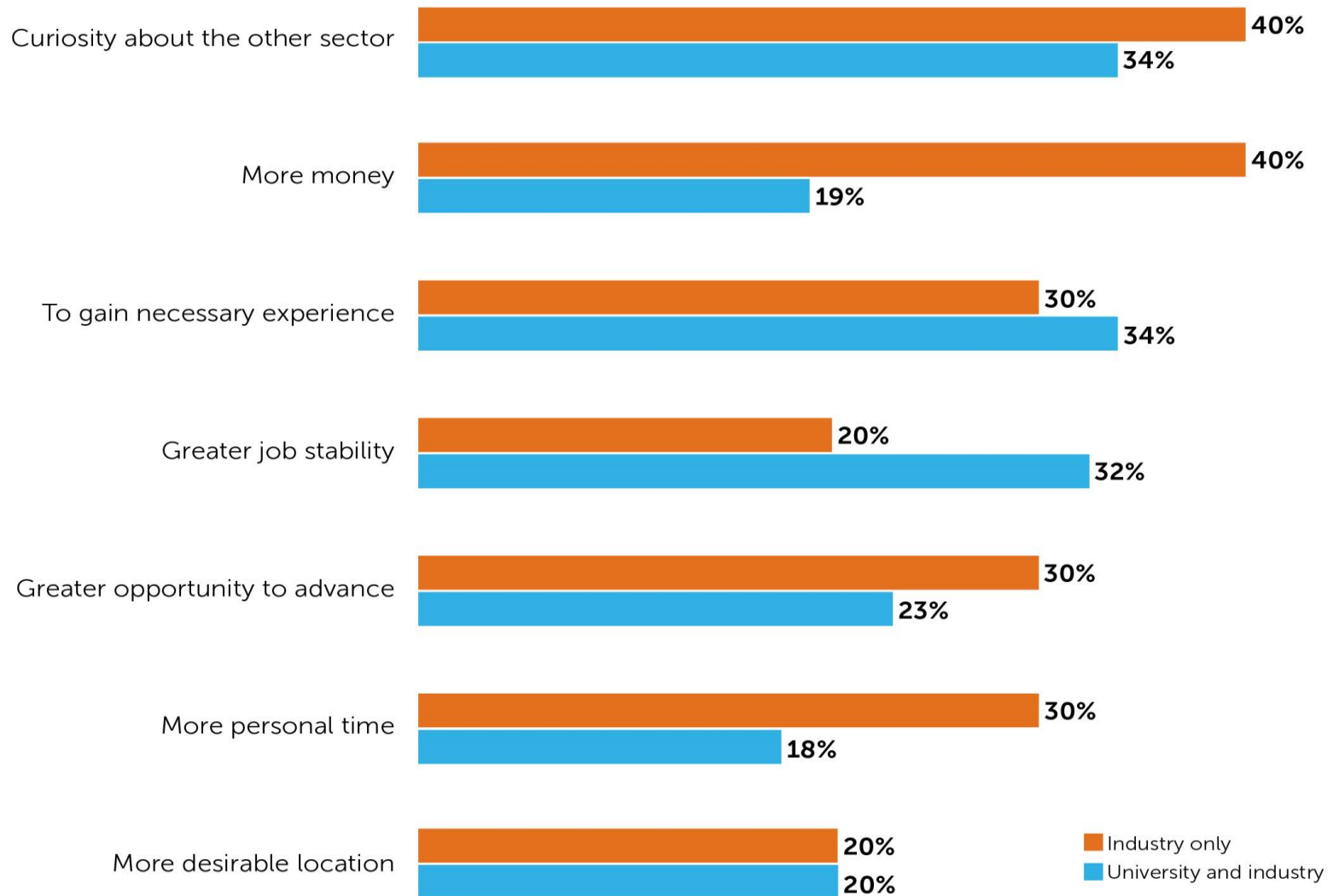
career path
Dennis Fortner

- Graduated from **NY Tech/NYU** with undergrad in Eng/MS in Technology Management

- Hired in Engineering / Transition to BD / Selected by Division to WINGS Group IV **(Harris Corp Gov't Systems)**

- Followed Mgmt to smaller business same industry to concentrate on developing new market apps using company core technologies **(Griffon Corp)**

- Transitioned upstream from Technologies to commercializing IP by patent aggregator **(BTG)**

- Bus Dev, Market Development, IP led to a role in IP & STA by major A&D Prime Contractor **(Northrop Grumman)**

  - Transitioned within the company working with the SBIR community

  - Further transition in the company to support CTO with taking Research Positions/Deal making with Academia

  - Applied knowledge of working with Academia (OSP/PI's/IP) to my background in technology commercialization

- Joined former University Liaison to help build the Business Engagement function **(CMU)**

career path
Terry Grant

- Graduated from **UC Berkeley** with Ph.D. in Chemical Engineering
  - Technical skills - Degree and publications (academic creds) - Identifying research opportunities

- Hired into product research at **Weyerhaeuser**
  - Deep dive research – IP - Project management with interdisciplinary teams - Business Development (value propositions and value chains) - How companies work (pace, short term goals, command and control) - Strategic planning, Industry network - Sponsored research with academia

- Consulted (Independent) and joined a startup (Nordic BioEnergy)
  - Identifying business opportunities - Building and leveraging a personal Network - Securing funding - Connection to University of Washington

- Hired together with three others to start a corporate relations team at University of Washington
  - How universities work - Strategic planning to fill gaps - Business process analysis - A few things about how to do corporate relations

Why make the switch?

	Industry only	University and industry
Curiosity about the other sector	40%	34%
More money	40%	19%
To gain necessary experience	30%	34%
Greater job stability	20%	32%
Greater opportunity to advance	30%	23%
More personal time	30%	18%
More desirable location	20%	20%

Perceptions

Benefits of different sectors

Industry
Financial
Personal satisfaction
Clear goal/purpose

Academia
Freedom/flexibility
Job security
Work/life balance

Government
Social impact
Job security
Generous benefits