

Assistant / Associate Director of Licensing, Physical
Sciences - Tech Transfer
Tufts University

Direct Link: <https://www.AcademicKeys.com/r?job=242884>

Downloaded On: Nov. 23, 2024 3:08am

Posted Aug. 8, 2024, set to expire Dec. 31, 2024

Job Title	Assistant / Associate Director of Licensing, Physical Sciences - Tech Transfer
Department	
Institution	Tufts University Medford, Massachusetts
Date Posted	Aug. 8, 2024
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Associate/Assistant Director
Academic Field(s)	Computing/Informational Services
Job Website	https://jobs.tufts.edu/jobs/20798?lang=en-us&iis=Job+Board&iisn=AcademicKeys
Apply By Email	
Job Description	

Overview

This job will be an Assistant Director or Associate Director of Licensing, depending on candidate's experience.

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The [Office for Technology Transfer and Industry Collaboration](#) (OTTIC) catalyzes the commercialization of Tufts technologies for public benefit by patenting and licensing Tufts technologies to established, as well as start-up companies based on Tufts technologies. OTTIC actively seeks invention disclosures from faculty, staff and students and is responsible for the management of the intellectual property portfolio of Tufts University and compliance with government regulations regarding federally funded research. OTTIC identifies and reaches out to targeted companies and investors. OTTIC negotiates and executes option and license agreements and is responsible for post-signature management. OTTIC brokers industry-sponsored research agreements that center around access to Tufts technologies, negotiates material transfer agreements to support these efforts, and offers a range of programs and services to the Tufts community to promote commercialization of Tufts technologies. OTTIC plays a pivotal role to support Tufts' mission and to expand its impact.

What You'll Do

Reporting to the Senior Director, the Assistant / Associate Director of Licensing will work as a highly productive independent contributor with minimal supervision to manage all aspects of technology licensing and interactions with industry, including evaluation of inventions for patentability and commercial utility, oversight of the patent prosecution process, marketing and identification of potential licensees and negotiation of appropriate agreements. This individual will work closely with faculty, patent counsel and industry representatives. The Assistant / Associate Director of Licensing will also advise and serve as a resource for junior members of the office.

Responsibilities include:

- Assesses the patentability, technological feasibility, and commercial viability of Tufts technology opportunities
- Directs patent prosecution and other intellectual property protection strategies
- Engages in business development activities and marketing campaigns to identify and market Tufts technology opportunities to potential commercialization partners and investors
- Negotiates and executes commercial option/license agreements, sponsored research agreements, inter-institutional agreements, and other research support agreements
- Establishes relationships with and conducts outreach to Tufts faculty, staff and students to promote OTTIC and proactively identify opportunities
- Contributes to special OTTIC projects and initiatives

What We're Looking For

Please include the following in addition to resume: 1) cover letter 2) deal sheet.

Basic Requirements:

- Knowledge and skills as typically acquired through completion of Bachelor of Science (B.S.) in Engineering, Materials Science, Physics, or other physical science related disciplines
- 7+ years of experience in technology transfer or a related industry or academic setting with a deal-sheet reflecting multiple license agreements



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- Proficiency in Microsoft Office (Word, Excel, PowerPoint); Internet
- Demonstrated, strong verbal and written communication skills
- Should be outgoing and approachable with a professional demeanor and strong customer focus
- Demonstrated ability to handle multiple projects and concurrent deadlines with frequent interruptions
- Should be highly motivated, self-starter, detail-oriented, able to handle confidential matters with discretion, have excellent prioritization, problem-solving, and decision-making skills
- Should be able to work both independently and as part of a team
- Should be adaptable to shifts in prioritization of projects and still be able to keep projects going
- Solid knowledge of patent law and familiarity with license and research agreements

Preferred Qualifications:

- Completion of one (or more) of the following degrees: M.B.A.; M.S. or Ph.D. in Electrical / Computer / Software Engineering, Materials Science, Physics, or other physical science related disciplines
- Experience with commercialization of software, AI/ML and other digital/copyrightable assets desirable
- Certified Licensing Professional (CLP) credential desirable

Special Work Requirements:

- This is a hybrid position, with flexible working arrangements pursuant to approval from supervisor

Pay Range

Minimum \$125,950.00, Midpoint \$157,500.00, Maximum \$189,000.00

Salary is based on related experience, expertise, and internal equity; generally, new hires can expect pay between the minimum and midpoint of the range.

Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact