

## **Job Summary**

The Innovation Partnership Building (IPB) at the UConn Tech Park is an interdisciplinary work environment with a mission to provide faculty expertise, state-of-the-art laboratories, and specialized equipment to enhance commercialization of new products and high-paying jobs for the State of Connecticut.

The IPB seeks qualified applicants for the *Business Development Manager* position. Under the direction of the Executive Director, the incumbent will be responsible for developing financially viable consortia by creating and fostering connections between various IPB centers and external corporations. The goal of these consortia is to leverage IPB and UConn's capabilities to offer solutions to technological and business challenges and support Connecticut's economic development.

This position requires a sound scientific knowledge base in order to promote mutually beneficial relationships between UConn, the State of Connecticut, and small, medium, and large corporations. The incumbent will be expected to coordinate and follow through on necessary outreach activities to form the relationships mentioned above, as well as provide tours and promotional information to interested parties.

The ideal candidate will have familiarity with both academia and/or R&D settings as well as with industrial processes and manufacturing.

## **Duties and Responsibilities**

- Have a sound understanding of IPB's technical capabilities, its Centers/Institutes, and their relation to CT industries
- Develop consortia models around IPB capabilities to create a pathway for direct collaboration between UConn and external corporations
- Identify/announce and take action on external funding opportunities
- Conduct market research on corporations and analyze areas of possible collaboration
- Create marketing strategies to advertise IPB capabilities
- Meet and interface with companies (including travel), to discuss challenges and propose solutions
- Make unsolicited outgoing calls to generate new business, develop new contacts and engage in business discovery
- Conduct tours of the IPB to potential collaborators to explain IPB capabilities
- Provides guidance and consultation on governance and operating procedures for the UConn Technology Park.
- Recruits and coordinates with potential tenants of the UConn Tech Park
- Serves as first contact for inquiries about the UConn Tech Park
- Supervises support and administrative staff and has a major role in personnel decisions staffing, hiring, firing, evaluation, promotion, and training of employees
- Coordinates development and funding of infrastructure with all relevant governmental units.
- Coordinates with central offices on negotiations for leases and purchases in conjunction with the Office of University Planning and presents for approval offers for development in the UConn Tech Park
- Promotes the UConn Tech Park through commercial realtors, faculty, agencies, economic development directors, etc. as appropriate

- Establish and maintain data bank of leads and resources for UConn Tech Park
- Communicate about the UConn Tech Park in appropriate venues
- Prepares business plan for the UConn Tech Park, pursues public and private funding for operations and development, and monitors financial status
- Plans systems and policies to secure assistance as appropriate for occupants and utilizes them for specific tenants including negotiating and coordinating use of specialized facilities
- Document success and opportunities for improvement
- Other related duties

### **Minimum Qualifications**

1. Bachelors' degree in science, technology or engineering
2. Seven (7) years of experience in academia, R&D, or manufacturing with at least five years of professional work experience negotiating partner/developer agreements, executing research facilities projects or projects similar in scope and complexity; and working with industry
3. Demonstrated knowledge of applicable concepts and strategies, knowledge of site planning and infrastructure systems, and knowledge of working with corporate and industry personnel.
4. Highly motivated, ability to work individually and as part of a team
5. Excellent written, verbal, and interpersonal skills, including the ability to interact effectively with faculty, staff, students, and industry
6. Entrepreneurial spirit and acumen
7. Demonstrated experience creating and managing budgets
8. Highly organized and thorough

### **Preferred Qualifications**

1. Ph.D. in Engineering, STEM or Business and/or Marketing
2. Five years of experience negotiating partner/developer agreements, executing research facilities projects or projects similar in scope and complexity; and working with industry
3. Experience in external marketing efforts (i.e. advertising, branding, sales, etc.)
4. Experience with creation of directed social media content
5. Experience managing staff and creating a team environment

### **Appointment Terms**

This is a full-time, 12-month position with an anticipated start date of August 2021. Salary will be commensurate with qualifications and experience. The University offers a competitive salary, outstanding benefits, and a highly desirable work environment. Benefits include excellent and affordable healthcare options as well as employee and dependent tuition waivers at the University of Connecticut.

### **To Apply**

Please apply online at <https://hr.uconn.edu/jobs>, Staff Positions, Search #49375 to upload a **resume**, **cover letter**, and contact information for **three (3) professional references**.

The employment of the successful candidate is contingent upon the successful completion of a pre-employment criminal background check.

This job posting is scheduled to be removed at 11:55 p.m. Eastern time on August 15, 2021.

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 committed to building and supporting a multicultural and diverse community of students, faculty and staff. The diversity of students, faculty, and staff continues to increase, as does the number of honors students, valedictorians, and salutatorians who consistently make UConn their top choice. More than 100 research centers and institutes serve the University's teaching, research, diversity, and outreach missions, leading to UConn's ranking as one of the nation's top research universities. UConn's faculty and staff are the critical link to fostering and expanding our vibrant, multicultural, and diverse University community. As an Affirmative Action/Equal Employment Opportunity employer, UConn encourages applications from women, veterans, people with disabilities, and members of traditionally underrepresented populations.*