



## **The University of North Carolina at Chapel Hill Director of KickStart Venture Services**

### **THE ORGANIZATION**

**The University of North Carolina at Chapel Hill** was the nation's first public university. The university is a global leader in higher education and is known for innovative teaching, research and public service.

### **UNC-CH Chapel Hill Innovation and Entrepreneurship Ecosystem**

Strategic investment from UNC-CH leadership over the past five years through the Office of the Vice Chancellor for Innovation, Entrepreneurship and Economic Development has positioned UNC-CH to dramatically expand the scale and scope of its impact on society by translating discovery into solutions through invention, innovation and enterprise.

With a focus on maximizing the federal investment in UNC-CH's annual \$1.14B research enterprise and now ranked as the 5<sup>th</sup> leading federal research university nationally, re-organization of the commercialization infrastructure into alignment with industry and regional outreach, translational research development, and the build-out of supportive entrepreneurship infrastructure through the pan-university Innovate Carolina network of programs has yielded significant results (see <http://innovate.unc.edu/impact>). Five-year comparisons (FY '10-'14/FY '15-19) of commercialization activity have seen a 19% increase in new invention disclosures (721/857), 25% increase in patent applications (356/444), and 47% increase in cumulative licensing revenues (\$17.9M/\$26.4M).

As significant, has been the growth overall of the UNC-CH startup and venture portfolio beyond the IP-based group. Through a comprehensive database project Innovate Carolina now tracks in real-time the development of emerging venture opportunities and has tracked its overall startup activity back to 1958. As of July 1, 2019, UNC-CH is able to validate 663 total

UNC-affiliated startups with 500 of them active. Three significant programs launched in this five-year period that have increased our ability to move solutions and technologies out of the University and into the region are the regional Blackstone Entrepreneurs Network partnership (48 companies founded, \$1.3B raised, 6 IPOs with \$10.1B in exit value)

[https://innovate.unc.edu/network\\_team/blackstone-entrepreneurs-network/](https://innovate.unc.edu/network_team/blackstone-entrepreneurs-network/), Carolina Angel Network and the Triangle Venture Alliance (launched 2016, 185 members, 15 investments)

<https://www.carolinaangelnetwork.com/>, and the Carolina Research Ventures Fund, (launched 2016, 7 investments, 2 exits) <http://www.crvfund.com>.

**KickStart Venture Services**, a department within the UNC-Chapel Hill Office of Technology Commercialization, supports faculty startup formation, business development, and growth by providing coaching and mentoring, early-stage funding, connection with key service providers, management, investors, and space. Over the years, KickStart Venture Services has had a great impact on startups. Read more about KickStart Venture Services here:

<https://otc.unc.edu/startups/KickStart-venture-services/>.

## THE OPPORTUNITY

The University of North Carolina at Chapel Hill Office of the Vice Chancellor for Innovation, Entrepreneurship and Economic Development (Innovate Carolina) is seeking a **Director for KickStart Venture Services (KVS)**. Working in coordination with the Innovate Carolina team and key university stakeholders, KVS helps faculty evaluate opportunities for starting UNC-IP-based ventures and guides faculty entrepreneurs through the process of advancing technologies to market through the formation and growth of new ventures.

The Director provides vision and leadership for this program and is integral to the entrepreneurial culture and ecosystem of the University.

### **The Director of KickStart Venture Services responsibilities are to:**

- In collaboration with the Innovate Carolina leadership team, create strategic and operational plans for KVS, implement, and measure the impact.
- Support and advise faculty in the pre-startup phase by evaluating potential opportunities with Innovate Carolina team members and other advisors
- Facilitate the creation of startup companies founded on UNC-IP
- Identify and implement new programs, resources, and funding designed to enhance best practices in new venture creation and commercialization of innovations
- Implement best practice programs that further develop faculty innovation and entrepreneurship capacity, align with Innovate Carolina core strategy and objectives
- Manage KVS staff and coordinate a network of mentors and advisors
- Support joint initiatives with key campus partners, such as the Institute for Convergent Science (ICS), Eshelman Institute for Innovation (EII), Kenan-Flagler Business School, Carolina Angel Network, and the Carolina Research Ventures Fund
- Engage and continually develop a network of appropriate resources and partners inside and outside of the university

**Percentages: Principal Functions**

- 40% Create and maintain a dynamic program to educate and guide faculty through the process of evaluating opportunities and starting new ventures, collaborating with Innovate Carolina colleagues and other schools, centers and institutes on campus. Provide leadership and oversight for KVS staff/operations.
- 25% Support faculty in the continual evaluation of potential venture opportunities. Support creation and growth of new ventures.
- 25% Develop and continually engage a network of appropriate resources and partners inside and outside of the university to support new ventures. This network would ideally include business and technical service providers, mentors, entrepreneurs, experts and investors among others.
- 10% Support joint initiatives with key campus partners, such as the Institute for Convergent Science (ICS), Eshelman Institute for Innovation (EII), Kenan-Flagler Business School, Carolina Angel Network, and the Carolina Research Ventures Fund.

**Required Qualifications & Experience:**

- 8+ years of experience with startup companies and commercializing technologies from universities or academic medical centers
- Strong knowledge of and experience with intellectual property, entrepreneurship, startup companies, and public/private investment
- Demonstrated proficiency in company and business operations

**Preferred Qualifications:**

- Multiple experiences in starting companies, with more than one success, preferably in the life sciences, and related to university innovations
- Experience mentoring university IP-based startups and faculty members
- Experience as an investor or experience working closely with investors
- History of leading and implementing innovation-based programs
- Experience launching and managing incubators/accelerators
- Access to a broad network of leaders, innovators, entrepreneurs and investors related to new venture creation

**Education**

- Relevant post-Baccalaureate degree required; for candidates demonstrating comparable independent research productivity or professional-level background in technology transfer, will accept a relevant undergraduate degree and 3 or more years of relevant experience in substitution.
- Technology transfer experience would be related to managing the flow of research innovation, disclosures, patents, trademarks, copyrights and other aspects of technology commercialization.
- PhD in science or engineering and/or MBA is highly preferred.

## **Equal Opportunity Employer**

The University of North Carolina at Chapel Hill is an equal opportunity and affirmative action employer. All qualified applicants will receive consideration for employment without regard to age, color, disability, gender, gender expression, gender identity, genetic information, national origin, race, religion, sex, sexual orientation, or status as a protected veteran.

## **Benefits**

Visit <https://hr.unc.edu/benefits/> and <https://hr.unc.edu/benefits/perks/> to learn more about UNC- Chapel Hill's competitive benefits.

## **PROCEDURE FOR CONSIDERATION**

Interested candidates can email resume, salary expectations and any questions to:

Lisa Rooney

[lisa@vortechsgroup.com](mailto:lisa@vortechsgroup.com)

740-251-7390

All applicants must submit their application via <http://unc.peopleadmin.com/postings/178069>

## **ABOUT CHAPEL HILL, NORTH CAROLINA**

Chapel Hill, North Carolina is part of the "[Research Triangle Park](#)" in the state. The three points of the triangle, Raleigh, Durham, and Chapel Hill, all surround the park, which allows for innovation and collaboration. Though Chapel Hill is considered a metropolitan city, it still has a small town feel. It offers the best of all worlds!

With its rich history, restaurants, and so much to do, Chapel Hill is a great place to call home.

Read more about Chapel Hill here: <https://www.townofchapelhill.org/>