Auburn University Job Description

Job Title: Dir, Business Development  
Job Code: HC49  
FLSA status: Exempt

Essential Functions

1. Provides expertise in recommending Auburn University-owned intellectual properties with the greatest potential to be commercialized through startup businesses.
2. Provides direction and oversight of the identification and assessment of qualified individuals to form management teams to lead startup businesses.
3. Directs and participates in the development of business plans, as well as the identification of necessary and prudent business resources.
4. Participates in identifying potential investment funds and directs management teams in investor presentation preparation.
5. Establishes, maintains, and grows relationship with Auburn University faculty and outside investors in order to facilitate collaboration with startup business management teams.

Supervisory Responsibility

May supervise employees but supervision is not the main focus of the job.

The above essential functions are representative of major duties of positions in this job classification. Specific duties and responsibilities may vary based upon departmental needs. Other duties may be assigned similar to the above consistent with the knowledge, skills and abilities required for the job. Not all of the duties may be assigned to a position.
Auburn University Job Description

Minimum Required Education and Experience

<table>
<thead>
<tr>
<th>Education</th>
<th>Minimum</th>
<th>Focus of Education/Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Four-year college degree</td>
<td>Degree in any business discipline</td>
<td></td>
</tr>
</tbody>
</table>

| Experience (yrs.) | 10 | Experience in private sector business startup/operation and management practices |

Substitutions allowed for Education:  
Indicated education is required; no substitutions allowed.

Substitutions allowed for Experience:  
When a candidate has the required education, but lacks the required experience, they may normally apply additional appropriate education toward the experience requirement, at a rate of one (1) year relevant education per year of required experience.

Minimum Required Knowledge
Knowledge of entrepreneurial best practices and general business operations

Certification or Licensure Requirements
None Required

Physical Requirements/ADA

No unusual physical requirements. Requires no heavy lifting, and nearly all work is performed in a comfortable indoor facility.

Externally imposed deadlines; set and revised beyond one’s control; interruptions influence priorities; difficult to anticipate nature or volume of work with certainty beyond a few days; meeting of deadlines and coordination of unrelated activities are key to position; may involve conflict-resolution or similar interactions involving emotional issues or stress on a regular basis.

Job frequently requires standing, talking, hearing, .

Job occasionally requires walking, sitting, reaching, handling objects with hands, and lifting up to 10 pounds.

Vision requirements: Ability to see information in print and/or electronically.

Date: 2/3/2012