
Auburn University Job Description

Job Title: **Technology Licensing Officer**

Job Family: No Family

Job Code: **HC95**

Grade RE12: \$79,800 - \$143,600

FLSA status: Exempt

Job Summary

Reporting to the Director of Commercialization in the Intellectual Property Exchange (IPX), the Technology Licensing Officer identifies technologies with commercial applications, and evaluates them for commercial potential, patentability and freedom to operate.

Essential Functions

1. Identifies and assesses new technology commercialization opportunities arising from Auburn to include, evaluating the commercial potential by identifying new uses, market segments, market size, and competing technologies using personal knowledge of emerging technology, information from experts, and on-line databases.
2. Synthesizes relevant information, performs and initiates technical background and commercial market research. Makes recommendations on marketing and licensing strategies for technologies in the AU portfolio. Prepares non-confidential descriptions of technologies, and markets technologies to identify potential licensing opportunities and alternative applications.
3. Assists with the development of intellectual property protection strategies including patenting when appropriate. Manages on-going patent prosecution with outside patent counsel to assure the patent strategy is followed; expenses are controlled; and patent, copyright, trademark, and other IP rights are appropriately protected. Interfaces with inventors as patent claims are prosecuted. Analyzes the impact of proposed and allowed patent claims on the commercialization opportunity.
4. Manages and maintains on-going relationships with licensees, monitors the diligence of licensee towards commercializing the licensed technology, negotiates license amendments as needed, and addresses matters of contract compliance to ensure compliance with IPX and AU procedures and policies.
5. Develops positive relationships with inventors with the intention of identifying attractive AU technologies for licensing to start-up or established companies. Engages with companies to determine their needs and identifies applicable AU technologies for licensing and/or potential AU researchers to perform industry-sponsored research.
6. Offers guidance to research faculty on important research and technology innovation needs sought by industry and government entities as well as trends in specific fields of research. Provides feedback and suggestions to principal investigators on their extramural proposals with the goal of increasing such proposals' competitiveness especially with regards to creating innovative scientific and technical solutions.
7. Educates stakeholders about the commercialization of research process. Advises University inventors and potential industry licensees regarding University intellectual property policies and related technology commercialization issues.

Supervisory Responsibility

May be responsible for training, assisting or assigning tasks to others. May provide input to

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performance reviews of other employees.

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.



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Minimum Required Education and Experience

	<u>Minimum</u>	<u>Focus of Education/Experience</u>
Education	Four-year college degree	Bachelor's degree in Life Sciences or Physical Sciences.
Experience (yrs.)	3	Experience in one or more the following: negotiating technology licenses or business contracts; developing and implementing commercialization strategies; market research, technical analysis, technical writing; or experience in IP (especially patents) evaluation. Experience in higher education environment, as well as effectively collaborating with a wide variety of industry and legal professional is desired.

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

Relevant knowledge of sciences or experience working with scientists across various disciplines (preference to physical sciences, life sciences, agriculture sciences, high-tech, engineering or advanced materials); research techniques; basic knowledge of marketing, commercialization strategies and deal structuring; technical analysis; technical writing; and basic intellectual property (IP) protection procedures. Knowledge and experience in drafting and negotiating minor business contracts including technology option and license agreements.

Certification or Licensure Requirements

Certified Licensing Professional or Registered Technology Transfer Professional is desired.

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 sitting, talking, hearing, .

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

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

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Date: 4/13/2023

