AUBURN
Human Resources

Sr Technology Licensing Officer

Job Description

JOB INFORMATION

Job Code	HC96
Job Description Title	Sr Technology Licensing Officer
Pay Grade	RE13
Range Minimum	$98,110
33rd %	$127,540
Range Midpoint	$142,260
67th %	$156,980
Range Maximum	$186,410
Exemption Status	Exempt
Approved Date:	8/5/2024 6:02:51 PM

JOB FAMILY AND FUNCTION

Job Family:	Research
Job Function:	Technology Commercialization & Economic Development

JOB SUMMARY

Having wide-ranging experience, the Senior Technology Licensing Officer uses intellectual property, technology licensing, transfer concepts, and organization objectives to resolve the most complex issues with organization-wide impact. Works on complex issues with little or no precedent where analysis of situation or data requires an in-depth evaluation of variable factors. Exercises judgment in selecting methods, techniques, and evaluation criteria for obtaining results. Works with faculty to determine developmental strategies for technologies and pathways for protection, as well as formulates patent strategies and coordinates with external patent counsel.

RESPONSIBILITIES

- Identifies and assesses new technology commercialization opportunities arising from Auburn, including 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 online databases. Conducts patent searches and freedom to operate for new technologies.
- Synthesizes relevant information and independently develops 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. Negotiates license deal terms including equity terms and conditions, when appropriate.
- Leads business development and/or special project activities such as determining patent strategies for new inventions. Assist the Director of Commercialization in non-management strategic activities.
- Formulates intellectual property protection strategies, including patenting when appropriate. Manages ongoing patent prosecution with outside patent counsel to assure the patent strategy is followed. Analyzes the impact of proposed and allowed patent claims on the commercialization opportunity.
- Manages and maintains ongoing relationships with licensees; monitors the diligence of licensees 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.
- 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. Engages in activities that promote or develop and enhance the formation of startup companies from AU technologies.
- 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 regard to creating innovative scientific and technical solutions.
- Educates stakeholders about the commercialization of the research process. Advises University inventors and potential industry licensees regarding University intellectual property policies and related technology commercialization issues.

RESPONSIBILITIES

- Works with IPX's Commercialization Intern Program and supervises the interns' work on specific commercialization projects.

SUPERVISORY RESPONSIBILITIES

Supervisory Responsibility	May be responsible for training, assisting or assigning tasks to others. May provide input to performance reviews of other employees.

MINIMUM QUALIFICATIONS

To be eligible, an individual must meet all minimum requirements which are representative of the knowledge, skills, and abilities typically expected to be successful in the role. For education and experience, minimum requirements are listed on the top row below. If substitutions are available, they will be listed on subsequent rows and may only to be utilized when the candidate does not meet the minimum requirements.

MINIMUM EDUCATION & EXPERIENCE

Education Level	Focus of Education		Years of Experience	Focus of Experience	
Bachelor's Degree	No Specific Discipline Required A degree in Life Sciences, Physical Sciences, Business, Engineering, Bio-Engineering, or Chemical Engineering is desired.	and	7 years of	Experience in one or more of 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 a higher education environment, as well as effectively collaborating with a wide variety of industry and legal professionals is desired.	Or
Master's Degree	No Specific Discipline Required A degree in Life Sciences, Physical Sciences, Business, Engineering, Bio-Engineering, or Chemical Engineering is desired.	and	5 years of	Experience in one or more of 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 a higher education environment, as well as effectively collaborating with a wide variety of industry and legal professionals is desired.	Or
PhD	No Specific Discipline Required A degree in Life Sciences, Physical Sciences, Business, Engineering, Bio-Engineering, or Chemical Engineering is desired.	and	3 years of	Experience in one or more of 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 professionals is desired.	

MINIMUM KNOWLEDGE, SKILLS, & ABILITIES

Expanded 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	And

MINIMUM KNOWLEDGE, SKILLS, & ABILITIES

Expanded knowledge of marketing, complex commercialization strategies and complex deal structuring; technical analysis; technical writing; product development; and intellectual property (IP) protection procedures.	And
Knowledge and experience in drafting and negotiating all major and minor business contracts including technology option, license and equity-based agreements.	

MINIMUM LICENSES & CERTIFICATIONS

Licenses/Certifications	Licenses/Certification Details	Time Frame	Required/ Desired	
	Certified Licensing Professional		Desired	Or
	Registered Technology Transfer Professional		Desired	

PHYSICAL DEMANDS & WORKING CONDITIONS

Physical Demands Category:	Other

PHYSICAL DEMANDS

Physical Demand	Never	Rarely	Occasionally	Frequently	Constantly	Weight
Standing			X			
Walking			X			
Sitting				X		
Lifting			X			10 lbs
Climbing		X				
Stooping/ Kneeling/ Crouching		X				
Reaching		X				
Talking				X		
Hearing				X		
Repetitive Motions		X				
Eye/Hand/Foot Coordination		X				

WORKING ENVIRONMENT

Working Condition	Never	Rarely	Occasionally	Frequently	Constantly
Extreme cold		X			
Extreme heat		X			
Humidity		X			
Wet		X			
Noise		X			
Hazards		X			
Temperature Change		X			
Atmospheric Conditions		X			
Vibration		X			

Vision Requirements:

Ability to see information in print and/or electronically.