

Director - Industry Partnerships

JOB SUMMARY

The Director – Industry Partnerships is responsible for developing and executing on strategic industry partnerships focused on sponsored research and research contracts. The Director is responsible for managing and developing the pipeline for industry partnerships and coordinates across the institution to develop coordinated approaches to industry engagement. This position will be responsible for building out a collaborative team of business development professionals across the institution and developing institutional capacity for executing on industry agreements. In collaborations with contracts experts and the Office of the General Council, the Director will lead in negotiations with industry partners in order to maximize the benefit of the partnership and place SLU on a path to being an exemplary university partner for industry collaborations.

ESSENTIAL JOB RESPONSIBILITIES

Percentage of Time	Job Responsibility <i>The job responsibilities should be prioritized in order of importance (i.e. #1 being the most important job responsibility)</i>
50%	<ol style="list-style-type: none"> 1. Identify and execute on strategic industry partnerships and goals that advance SLU-wide research enterprise and enhance SLU’s student education experience <ul style="list-style-type: none"> - Build out a pipeline of industry partnership opportunities that produces revenue at annually defined goal - Work closely with university’s administrative and academic leadership in designing and implementing SLU-wide industry partnerships, industry forums, industry visits - Lead negotiations with industry partners enabling mutually beneficial partnerships between SLU and tier 1 companies - Partners across the institution and builds relationships to connect industry opportunities - Develop and execute on a strategic plan for research industry partnerships
20%	<ol style="list-style-type: none"> 2. Build cross-collaborative interdisciplinary teams by directing and guiding various business development directors and working closely with the faculty chairs, deans, and the university Office of VP for Research (OVPR) leadership <ul style="list-style-type: none"> - Lead a highly effective team of business development staff and faculty to develop winning industry initiatives; particularly those related to multi-investigator, multi-year, multi-disciplinary industry scope of work/ industry proposals - Leverage and maximize industry partnership opportunities by working strategically and integrating efforts with SLU OVPR, faculty groups, legal counsel, student career services, workforce development, and others across campus - Play a key supporting role in enabling the transition of faculty research into product development and manufacturing for various industry sectors
15%	<ol style="list-style-type: none"> 3. Establish and implement comprehensive processes and policies to ensure cross-coordination, internally with appropriate university stakeholders, and externally with industry’s leaders and legal counsel of all involved parties

	<ul style="list-style-type: none"> - Develop necessary business structure at SLU, e.g. develop industry budget policy, industry partnership process - Resolve any industry agreement-related issues by working closely with the legal counsel of all involved parties and guide business development directors
10%	<p>4. Collaborate across the Office of the Vice President for Research and Partnerships</p> <ul style="list-style-type: none"> - Work closely with the Director for Research Development and the Director for Research Commercialization to realize opportunities to develop a wholistic and integrated workflows - Work closely with the Director of the GO Center, the Director of Contracts, and others administrative leaders to develop best practices and facilitate the successful execution of industry research contracts - Collaborate with OVPR communications staff and SLU Marketing and Communications to effectively communicate internally and externally
5%	5. Other duties as assigned
100%	

REQUIRED KNOWLEDGE, SKILLS, AND ABILITIES

- Strong scientific and business background to drive engagements at the industry CxO/VP level, as well as a leadership background to build and lead a high-performance team
- Deep understanding of various industry agreement types and a proven record of partnerships with global industries enabling research advancement, product development, and manufacturing
- A demonstrated ability to think strategically and analytically about faculty’s research needs, industry’s product, and technical challenges with the ability to develop and convey compelling value propositions and build consensus across the organization is a must
- Ability to direct and/or advise business development directors to produce industry wins
- Knowledge of various industry sectors and technologies’ roadmaps to be able to perform gap analysis, to best align industry’s need with faculty’s research and/or education goal

WORK ENVIRONMENT

Office

Non-Office

If non-office, please describe:

MINIMUM QUALIFICATIONS

- Master’s degree with a minimum of 10 years of experience in successfully managing university-industry partnerships
- Industry work experience in cross-innovative research, business development, and industry partnerships preferred