

The University of Utah  
Salt Lake City, Utah

## Position Profile

Executive Director, Technology & Venture Commercialization  
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Prepared by:  
Summit Search Solutions, Inc.



[www.utah.edu](http://www.utah.edu)





## THE INSTITUTION

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The state's oldest and largest institution of higher education, the **University of Utah** is the flagship university of the state. The university boasts 16 schools and colleges and offers more than 100 undergraduate and 90 graduate degree programs to more than 31,000 students. The university is noted for its high research profile, its diversity of ideas and people, its stunningly beautiful setting and the warmth, friendliness, and collegiality of its faculty, staff, and students.

A community of students, staff, and scholars, the University of Utah, affectionately called the U, is dedicated to the advancement of knowledge through innovative research; the education of future citizens, professionals, and leaders; and scholarly and creative pursuits that preserve and enlarge our understanding of the human condition. This is accomplished in an open environment that invites active participation from and interaction among all voices in a tradition of civilized discourse.

The University of Utah is a complex institution that serves the people of Utah, and beyond, in numerous ways while also conducting fundamental research and scholarship of international import. As a premier research university, the U is committed to building world-class research programs and attracting and retaining the best faculty from across the nation and throughout the world. The university is strongly committed to delivering outstanding undergraduate, graduate, and professional education that prepares students for leadership roles in Utah, the country, and the world. The university's partnership with the state is reflected in a deep commitment to provide education for Utah's residents and service in the university's local and regional communities.



To learn more: <http://www.utah.edu>

**Location:** Salt Lake City, Utah

## THE OPPORTUNITY

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The University of Utah's Technology & Venture Commercialization office (TVC) is an acknowledged worldwide leader in effectively managing faculty-generated intellectual property and deploying it for the greater societal good. The TVC Executive Director's responsibilities include supervising the commercialization process of University owned inventions and fostering partnerships between faculty-entrepreneurs and investors in the Utah innovation ecosystem. The Executive Director will promote transparent and professional interactions with faculty, the University's administration, and the University of Utah Research Foundation.

The TVC Executive Director reports to the Vice President for Research and has the following responsibilities:

- Supervise the Technology & Venture Commercialization office, including 32 fulltime staff divided into the following teams: legal, health sciences, engineering, finance, science/business/humanities, marketing and events, operations and economic development.
- Strengthen and support faculty across the institution in the commercialization of research. Regularly communicate with university senior administration, deans and department chairs on the progress of technologies arising from development efforts at the university.
- Generate and significantly grow multi-million dollar annual revenues from royalties and equity sales.
- Supervise the evaluation, protection and commercialization of university-owned intellectual property.
- Advise university administration, faculty, staff and students on technology development and commercialization.
- Implement and refine the 'Utah Model' of technology commercialization: evaluate new inventions, de-risk and develop inventions to license, and assist licensees in the further development of the invention through the commercialization process.
- Oversee funding programs designed to advance university technologies through the commercialization process (viz., The Engine Funding Program and the Follow-on Investment Fund).
- Facilitate and manage relationships between faculty-entrepreneurs, local investors, and subject matter experts to evaluate, develop and commercialize university owned inventions.
- Facilitate and manage relationships with consultants, legal and accounting firms, and other key service providers to the TVC.
- Facilitate and manage relationships with key departments/centers on campus including the Center for Medical Innovation, Center for Engineering Innovation, Lassonde Entrepreneurship Center, Office of Sponsored Projects and the Office of General Counsel.
- Promote entrepreneurship and innovation at the university and the greater community.
- Provide operational standards for the agreements negotiated by the office and work to ensure that agreements are fair to all stakeholders represented by the TVC.
- Represent and promote the TVC and University of Utah at internal and external events and meetings. Occasional travel required.
- Manage financial forecasts and budgets and ensure that new initiatives are financially sustainable.



**Qualifications:**

- Bachelor's degree required; advanced degree preferred.
- Ten years or more managerial experience required with significant relevant experience in technology development and commercialization, start-up company leadership, university technology transfer, negotiating and/or related experience.
- Significant experience managing people and complex teams is required.
- Familiarity and appreciation of the core responsibilities of faculty at a research university and the ability to collaborate with faculty.
- Strong public speaking ability and communication skills.
- Experience negotiating intellectual property licenses and familiarity with standard agreement terms.
- Ability to develop and execute strategic plans.

**PROCEDURE FOR CANDIDACY**

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The University of Utah Search Committee, in consultation with Summit Search Solutions, will review application materials as they are received. Applications received by Sunday, May 1st will receive priority consideration. Applications and inquiries will continue to be accepted until the position is filled. All applications and inquiries will be held confidential.

To apply online, please go to <http://higherdecisions.com/> and select this vacancy. Applicants should submit a resume or curriculum vitae and a letter of interest in PDF format. Letters of interest should summarize your interest in the position and relevant qualifications.

**For nominations or further information:****Stephanie Fowler**

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*The University of Utah is an Affirmative Action/Equal Opportunity employer. Upon request, reasonable accommodations in the application process will be provided to individuals with disabilities. Please contact the Office of Equal Opportunity and Affirmative Action, 201 S. Presidents Cr., Rm 135, (801) 581-8365 (V/TDD), for further information or to request an accommodation. The University of Utah is committed to diversity in its workforce. Women and minorities are encouraged to apply.*



[Summit Search Solutions, Inc.](http://www.summitsearchsolutions.com) is a boutique executive search firm with a team of experienced recruiting consultants in strategic locations across the country including Colorado, California, New York, and North Carolina. Summit brings precision, process, and passion to its work.



## **SALT LAKE CITY, UTAH**

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Frequently listed by national magazines and websites among the “best places to live” due to a variety of factors including recreational options, the business environment, climate, and a low crime rate, Salt Lake City is the 50th largest metropolitan market in the United States. Recently, Salt Lake City was named one of “America’s 5 New Food Cities” by Wine Enthusiast. In 2013, Salt Lake City was among Prevention’s “Top 10 Happiest, Healthiest Cities in America.” Sitting at an elevation of 4,330 feet above sea level, the University is set on the east bench of the Salt Lake Valley. To the west stretches the entire valley, to the east the towering mountains of the Wasatch Range.

The international airport is just nine minutes from downtown, and getting around is easy on TRAX, the city’s ever expanding light rail transit system. TRAX lines now connect the campus with the airport and all sections of the Salt Lake Valley.

In addition to the diverse assortment of restaurants and bars (with culinary options running the gamut from tapas bars to nouvelle cuisine), there are two beautiful mixed-use shopping/living areas - The Gateway, just to the west of downtown, and City Creek, right in the heart of downtown. The NBA’s Utah Jazz is a downtown staple, as is the Triple-A Salt Lake Bees of baseball’s Pacific Coast League.

Utahans really spend much of their time outdoors. From campus, seven world-renowned ski resorts are just 30 minutes away. Five National Parks are within a five-hour drive. Forty golf courses are strategically located throughout the valley and nearby mountains. And hundreds of miles of hiking and biking trails can be accessed just to the east of campus. For a quick getaway, the historic mining town of Park City is just a 30-minute drive from Salt Lake.



Beyond the state, Los Angeles is a 10-hour drive to the southwest, Las Vegas eight hours due south. To the north, Boise is four and a half hours, Denver eight hours to the east.

***For more information on Salt Lake City, Utah, please visit:***

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Salt Lake Chamber, <http://slchamber.com/>  
Visit Salt Lake, <http://www.visitsaltlake.com/>  
Utah.com, <http://utah.com/salt-lake-city>