



UNIVERSITY OF MASSACHUSETTS MEDICAL SCHOOL

POSITION DESCRIPTION

Working Title: VC Business and Economic Development	Title Code:	Grade:	L.U.:	Department: Chancellor's Office
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GENERAL SUMMARY OF POSITION:

The Vice Chancellor for Business and Economic Development reports directly to the Chancellor and will be responsible for managing, enhancing and marketing all the functions related to the development of research technology and industrial relations and collaborative partnerships; and, will oversee the organization, the planning, and the implementation of research functions related to patents, licenses, copyrights, and other commercial, academic, and industry partnerships.

MAJOR RESPONSIBILITIES:

The Vice Chancellor for Business and Economic Development:

- Serves as a member of the Chancellor's Senior Management Team and the Chancellor's Executive Staff;
- Works with the faculty and administration of the medical school to identify programs and projects which have a commercial application;
- Will be responsible for informing industry entities regarding the opportunities and benefits of working with the University of Massachusetts Medical School;
- Will survey and analyze the market to determine the potential value of "product" or "information";
- In cooperation with the Executive Director, Office of Technology Management, oversee the negotiation, drafting, and be responsible for content, interpretation, validity and enforceability of all agreements;
- Will oversee the review and drafting of confidential disclosure agreements, and advise on issues dealing with conflict of interest and consulting arrangements.
- Will extensively market the University of Massachusetts Medical School intellectual property in order to foster productive relationships that generate economic activity;
- Will work with all research sponsoring agencies to report commercial activities and obtain rights to patents or other areas requiring protection.
- Will meet with researchers to discuss invention disclosures and to capture full scope of inventions and guide through the commercialization process; outlining IP requirements and guidelines; patent portfolio reviews
- Will work closely with the Vice Chancellor for Development (fundraising) and the Vice Provost for Research in securing philanthropic gifts to the Medical School from corporate partners.

MINIMUM QUALIFICATIONS:

1. Bachelor's Degree in basic science required.
2. MP or PhD preferred with strong background and or experience in biopharma.
3. Business skills including experience with technology development and the structure and function of academic-industry partnerships and collaborations
4. Proven ability to negotiate and manage cost effective contractual arrangements.

5. Excellent communication skills, both oral and written, and demonstrated ability to deal cooperatively with the public and external entities in an effective manner;
6. Ability to exercise sound judgment and negotiate with diplomacy and tact;
7. Strong appreciation for need for confidentiality;
8. Team player.

Must be able to carry out the essential functions of this position, with reasonable accommodation if disabled

SUPERVISION RECEIVED:

The Vice Chancellor for Business and Economic Development is directly supervised by the Chancellor.

SUPERVISION EXERCISED:

The Vice Chancellor for Business and Economic Development will directly supervise the Executive Director, Office of Technology Management and related staff. The Vice Chancellor for Business and Economic Development will collaborate with the Provost, the Vice Provost for Research, and the General Counsel for business/economic development initiatives and support.

The Vice Chancellor for Business and Economic Development will also provide general direction to university staff on matters related to assigned areas of responsibility and as needed to particular professional and office support staff that work on projects assigned.

The Search for the Vice Chancellor for External Relations is being managed by Korn Ferry International. Interested candidates may contact John Ferry at richard.marshall@kornferry.com.

ENVIRONMENTAL WORKING CONDITIONS:



HUMAN RESOURCES USE ONLY