**Licensing Manager**

**Please see Special Instructions for more details.**

When applying you will be required to attach the following electronic documents: 1) A resume/CV; and 2) A cover letter indicating (2page maximum): 1) What are the top skills you bring to the job? 2) Why are you interested in this position? 3) What potential weakness(es) do you have in the performance of the position and what will you do to address them when offered this position? For additional information please contact: David Dickson, David.Dickson@oregonstate.edu OSU commits to inclusive excellence by advancing equity and diversity in all that we do. We are an Affirmative Action/Equal Opportunity employer, and particularly encourage applications from members of historically underrepresented racial/ethnic groups, women, individuals with disabilities, veterans, LGBTQ community members, and others who demonstrate the ability to help us achieve our vision of a diverse and inclusive community. This position is designated as a critical or security-sensitive position; therefore, the incumbent must successfully complete a criminal history check and be determined to be position qualified as per OSU Standard 576-055-0000 et seq. Incumbents are required to self-report convictions and those in youth programs may have additional criminal history checks every 24 months. Offers of employment are contingent upon meeting all minimum qualifications including the criminal history check requirement. This position requires driving a university vehicle or a personal vehicle on behalf of the university; therefore, the incumbent must successfully complete a motor vehicle history check, possess and maintain a current, valid driver's license in their state of residence, be determined to be position qualified and self-report convictions as per University Policy 05-030 et seq. Offers of employment are contingent upon meeting all minimum qualifications including the motor vehicle check requirement.

**Position Details**

|  |  |  |
| --- | --- | --- |
| Position Information | | |
| **Department** | | VP for Research (RIP) |
| **Position Title** | | Officer-Industry Contracts |
| **Job Title** | | Licensing Manager |
| **Appointment Type** | | Administrative/Professional Faculty |
| **Job Location** | | Corvallis |
| **Position Appointment Percent** | | 100 |
| **Appointment Basis** | | 12 |
| **Faculty Status** | | Regular |
| **Tenure Status** | | Fixed-Term |
| **Pay Method** | | Salary |
| **Recommended Full-Time Salary Range** | | : Salary is commensurate with education and experience. |
| **Position Summary** | | The Office for Commercialization & Corporate Development is seeking a Licensing Manager. This is a full-time (1.0 FTE), 12-month, fixed term professional faculty position. Reappointment is at the discretion of the Vice President.  Under the general supervision of the Director, the Licensing Manager identifies, evaluates, protects, markets and licenses innovations from faculty, staff and students, negotiates terms for confidentiality, material transfer, option, license and other intellectual property agreements, and thereby channels these innovations into the market place for maximum impact and public benefit. This position is responsible for the management of a portfolio of existing innovations in various stages of evaluation, protection, marketing, and licensing. The ideal candidate is someone with solid knowledge of the software, content and digital technology space and familiarity in software development, computer science or engineering. The role will be substantially focused on supporting commercialization of a broad spectrum of content, information and communications technology (ICT),software and digital assets being developed within OSU faculty research programs and OSU educational efforts. |
| **Position Duties** | | 35%- Software Licensing and Technology Transfer –Conduct outreach, develop and manage strong relationships with faculty, researchers, and students whose research and educational programs have the potential to create IP assets. Map development activities into potential IP-assets, protection and management strategies, associated deployment strategies and potential target markets and acquirers. Assist stakeholders in the identification of key market requirements for current and future content, software IP, digital products, or large data set needs by conducting market research supported by visits to customers and non-customers. Compose and negotiate terms for license agreements, including redistribution and end-user agreements, as well as confidentiality, material transfer, inter-institutional, distribution of royalty, option licenses, and other IP agreements with companies and other institutions as needed. Where appropriate, coordinate with OCCD Industry Contracts Associates and Accelerator program colleagues in the formation of new business opportunities (start-ups). Manage a portfolio of ITC content, software and digital technologies. Manage and monitor existing agreements and relationships with companies and other institutions. Perform periodic analysis of licensee reports and payments in collaboration with the OCCD fiscal manager, to ensure compliance with the terms of the license agreement. Identify potential partner relationships for the software and digital asset portfolio. Develop programs to expand university’s collaborations with industry partners. Monitor internal processes for efficiency and validity pre- and post-product launch/changes. Assist in the continued optimization, development & evolution of the technology disclosure and intake process to help support faculty and investigators with improved success in the IP management of their inventions, copyrights, technical information and supporting programs.  10%- Intellectual Property Protection – Coordinate, identify and solicit copyright and invention disclosures from faculty and OSU employees. Perform disclosure triage procedures to identify any bars to ownership, commercialization, copywriting or patentability. Research any prior obligations associated with funding sources used in the invention creation and follow up accordingly. Conduct regular stakeholder interviews to further evaluate a technology’s suitability for IP- asset development and commercial potential. Plan and recommend the IP protection strategy in regard to the commercial potential. Research and prepare IP analysis summaries and direct outside legal counsel appropriately on IP protection. Monitor, manage and review IP filings and adjust strategies, as necessary. Continuously advise and inform the developers regarding OCCD’s actions.  25%- Marketing Technologies – Research and analyze the market potential and readiness of technologies using a variety of tools and resources. Counsel student interns in the preparation of market research reports. Demonstrate the ability to maintain strong relationships with faculty developers, prospective inventors, and industry clients. Compile and analyze technology market data to determine reasonable licensing terms. Prepare non-confidential summaries of technologies and market available technologies to industry, entrepreneurs and investors. Prepare letters, website content, and brochure packages of marketing information.  15%- General Service and Other Duties – Assist IP and Contracts Coordinator in making timely decisions on iEdison reporting matters, and inputting information on the Inteum database. Attend and represent the office at campus functions on topics that have IP issues. Collaborate effectively with OCCD Industry Contracts Associates and the Advantage Accelerator program colleagues in the formation of new business opportunities (i.e. research contracts, start-ups). Prepare written materials and assist in improving the content of the office website. Perform other duties as assigned by the Director.  10% Education –Develop an annual professional development action plan. Educate faculty about the IP protection and licensing process. Organize seminars, attend departmental/other campus meetings to provide training related to the process of invention and copyrightable works disclosure and evaluation, IP protection, and licensing. Answer questions from faculty, students, attorneys and staff regarding the general process of IP protection and licensing, consulting, patents, data, and copyrights for software/multimedia, student rights, and IP policy.  5%- Networking –Attend trade shows, association meetings, conferences and meet with company representatives regarding OSU technologies. Communicate and meet with other technology transfer, commercialization, and corporate development offices in the state. Develop and grow business contacts with entrepreneurs and investors. Network with state and local economic development associations. Work collaboratively within the Research Office and other departments in the university to identify opportunities for innovation and commercialization. |
| **Minimum/Required Qualifications** | | Bachelor’s Degree, BA or BS, in technical discipline of science or engineering or other relevant field of business, communication, law, etc.  At least two years of experience in patent, software, digital technology, or data licensing, IP assessment and management, or digital technology marketing. Evidence of strong organizational, interpersonal and communication skills including effective writing and presentation skills. Demonstrated ability to act independently within areas of responsibility, manage complex projects and associated details, and thrive in an environment that encourages teamwork, strategic thinking and creative problem-solving.  Commitment to promoting and enhancing diversity.  This position may be exposed to material and subject matter that is export controlled under federal law; therefore, the incumbent must be a citizen or legal permanent resident of the United States.  This position is designated as a critical or security-sensitive position; therefore, the incumbent must successfully complete a Criminal History Check and be determined to be position qualified as per OSU Standard 576-055-0000 et seq. Offers of employment are contingent upon meeting all minimum qualifications including the Criminal History Check Requirement.  This position requires driving a University vehicle or a personal vehicle on behalf of the University; therefore, the incumbent must successfully complete a Motor Vehicle History Check, possess and maintain a current, valid driver’s license in their state of residence, be determined to be position qualified and self-report convictions as per OSU Standard 576-056-0000 et seq. Offers of employment are contingent upon meeting all minimum qualifications including the Motor Vehicle Check Requirement. |
| **Preferred (Special) Qualifications** | | Advanced degree from an accredited university in related technical, business, or legal field, including a MS, PhD, MBA, MD, and/or JD.  Four or more years of demonstrated relevant professional experience in business, academia, or government, including assessment, management, or licensing of patent, digital, software, or data IP assets, or related experience in a technology transfer function.  Experience in licensing technologies, such as patent, copyright, or data licensing. Working knowledge of intellectual property laws and industry-standard licenses, including royalty rates and license structures. Demonstrated passion to develop skills and excel in both intellectual property management and licensing within a university setting. |
| **Working Conditions / Work Schedule** | | Typical office environment |
| **This position requires a clear and unambiguous commitment to compliance of all National Collegiate Athletic Association (NCAA) regulations for Division I (FBS) universities.** | | No |
| Posting Detail Information | | |
| **Posting Number** | P02475UF | |
| **Number of Vacancies** | 1 | |
| **Anticipated Appointment Begin Date** | 11/01/2018 | |
| **Anticipated Appointment End Date** |  | |
| **Posting Date** | 09/21/2018 | |
| **Full Consideration Date** |  | |
| **Closing Date** | 10/15/2018 | |
| **Indicate how you intend to recruit for this search** | Competitive / External - open to ALL qualified applicants | |
| **Special Instructions to Applicants** | When applying you will be required to attach the following electronic documents:  1) A resume/CV; and  2) A cover letter indicating (2page maximum):  1) What are the top skills you bring to the job? 2) Why are you interested in this position? 3) What potential weakness(es) do you have in the performance of the position and what will you do to address them when offered this position?  For additional information please contact: David Dickson, David.Dickson@oregonstate.edu  OSU commits to inclusive excellence by advancing equity and diversity in all that we do. We are an Affirmative Action/Equal Opportunity employer, and particularly encourage applications from members of historically underrepresented racial/ethnic groups, women, individuals with disabilities, veterans, LGBTQ community members, and others who demonstrate the ability to help us achieve our vision of a diverse and inclusive community.  This position is designated as a critical or security-sensitive position; therefore, the incumbent must successfully complete a criminal history check and be determined to be position qualified as per OSU Standard 576-055-0000 et seq. Incumbents are required to self-report convictions and those in youth programs may have additional criminal history checks every 24 months. Offers of employment are contingent upon meeting all minimum qualifications including the criminal history check requirement.  This position requires driving a university vehicle or a personal vehicle on behalf of the university; therefore, the incumbent must successfully complete a motor vehicle history check, possess and maintain a current, valid driver’s license in their state of residence, be determined to be position qualified and self-report convictions as per University Policy 05-030 et seq. Offers of employment are contingent upon meeting all minimum qualifications including the motor vehicle check requirement. | |

**Supplemental Questions**

Required fields are indicated with an asterisk (\*).

**Documents Needed to Apply**

**Required Documents**

1. Resume
2. Cover Letter

**Optional Documents**