



**Associate Vice President for Intellectual Property
Commercialization and Economic Development**

The University of North Dakota (UND) in Grand Forks, ND seeks outstanding candidates for the position of Associate Vice President for Intellectual Property Commercialization and Economic Development (AVP). Reporting to the Vice President of Research and as a member of the VP's senior staff, the AVP will exercise a high level of independent judgment in the administration of technology transfer; energize and support invention disclosure and commercialization on campus; and link the University's intellectual property with new company start-ups in the region to enhance the economic vitality of the community and the state. The AVP will foster and develop collaborative partnerships involving University operating divisions, academic departments, external industrial organizations, state and community-based technology advancement organizations, and other private sector entities.

The University of North Dakota

The University of North Dakota in Grand Forks is North Dakota's most comprehensive research university. Founded in 1883, UND was intended to be, and has remained, a university with a strong liberal arts foundation surrounded by a variety of professional and specialized programs. The University has earned an international reputation for its academic and research programs and enrolls 13,172 (10,440 in undergraduate programs; 2,732 in graduate and professional programs) in 217 fields of study from baccalaureate through doctoral and professional degrees. Students represent all 50 states, more than 50 countries, and eight Canadian provinces. UND is consistently ranked among the Top 200 Best National Universities in *U.S. News and World Report* and has been ranked by both *Princeton Review* and *Entrepreneur Magazine* as among the "Top Ten Most Entrepreneurial Campuses in the Country."

Students may enroll in the following academic divisions: John D. Odegard School of Aerospace Sciences; College of Arts and Sciences; College of Business and Public Administration; College of Education and Human Development; School of Engineering and Mines; Graduate School; School of Law, School of Medicine and Health Sciences; College of Nursing; and Division of Continuing Education.

The divisions are home to over 300 tenured and over 160 tenure-track faculty, over 90% of whom hold the highest degrees in their fields.

The UND community enjoys a variety of cultural offerings at the Chester Fritz Auditorium, considered to be on the finest performing arts facilities between Minneapolis and the West Coast, as well as the North Dakota Museum of Art, and the University's Department of Theatre Arts. The nearby Alerus Center in Grand Forks is a major concert venue and also home field for the UND Fighting Sioux football team. UND is host to two major springtime cultural events – the annual Writers Conference and the Indian Association's American Indian Week.

Grand Forks

Part of an area called "The Grand Cities," Grand Forks is the third largest city in North Dakota with an estimated metropolitan population of 100,000. Grand Forks is located along the western bank of the Red River opposite its twin city of East Grand Forks, Minnesota. Fargo, North Dakota is located 70 miles to the South and Winnipeg, Manitoba is 150 miles to the North. Historically dependent on local agriculture, Grand Forks now has a relatively diverse economy including private and public employers in the education, defense, health care, manufacturing, and food processing sectors. Residents of Grand Forks enjoy strong public schools and a very low crime rate. There is easy access to a wide variety of arts, cultural, and sporting events. Residents also enjoy an extensive parks system, bike trails, and green spaces.

After the devastating Red River Flood of 1997, Grand Forks rebuilt and restored many of its destroyed downtown spaces and also saw the construction of a new levee system. Since then, Grand Forks has seen the construction of both public and private developments throughout the city and a new growth in the city's overall population and economy.

Research at UND

UND has established a strong international reputation for research and scholarship, most notably in the health sciences, nutrition, energy and environmental protection, aerospace, and engineering. Since 2001 the University has received over \$600 million for sponsored programs. In 2008, over \$100 million was received for sponsored program expenditures. UND has many prominent research units and enjoys a close relationship with affiliated research

centers, including the USDA Human Nutrition Research Center and the North Dakota Geological Survey.

Along with North Dakota State University, UND anchors the Red River Valley Research Corridor, home to a 55-acre Technology Park featuring the Ina Mae Rude Entrepreneur Center and the Norman Skalicky Technology Incubator. The Tech Park is designed to facilitate the transfer of University research advances to business and industry partners. The Energy and Environmental Research Center (EERC), a high-tech non profit branch of the University, is recognized as one of the world's leading developers of cleaner, more efficient energy and environmental technologies to protect and clean our air, water, and soil. The UND Research Foundation (UNDRF) has its home at REAC 1, a 50,000 square-foot research and development hub housing a number of businesses, research labs, and production spaces. UNDRF and REAC work together to commercialize the intellectual property of UND and other institutions of higher learning in North Dakota. The Center for UAS Research, Education and Training, housed in the John D. Odegard School of Aerospace Sciences, currently focuses on unmanned aircraft systems research, education, and training and will provide a conduit between private industry and UAS researchers promoting commercialization of UAS-related products and services. UND is home to many more important centers, institutes, and programs including the Bureau of Business and Economic Research, the Computational Research Center, and the Biomedical Research Center. Please visit UND's Research Administration website to learn more: www.und.edu/dept/research

Phyllis Johnson, the Vice President for Research and Economic Development, joined UND in 2009. Previously Dr. Johnson was a research associate with the Smithsonian Institute, working on scientific policy issues, and prior to that served as the Director of the Beltsville Area USDA Agricultural Research Center. She is a native of Grand Forks and a double graduate of UND.

The Division of Research and Economic Development includes five offices: the Office of the Vice President for Research and Economic Development; Grants and Contracts Administration; Research Development and Compliance; Commercialization and Economic Development; and ND EPSCoR. The Division has a patent attorney on its staff dedicated to discovery, disclosure, and commercialization activities.

The Office of Commercialization and Economic Development is responsible for the protection and commercialization of University innovations in a broad range

of research areas. The unit provides a full range of services in the patent and licensing areas and in marketing a portfolio of inventions to promote new business ventures and business alliances. Working in conjunction with the Center for Innovation, the unit seeks funding for entrepreneurial business ventures from corporate, public, and private investors. The Office oversees the areas of technology commercialization, IP management, corporate development, industrial research, licensing, and the research/technology park.

The Opportunity

The AVP for Technology Commercialization and Economic Development will be a key member of the VP's senior administrative team, building upon the existing technology commercialization VPR's office and leading the University's research-related economic development mission. In addition, the AVP will:

- Provide leadership, mentoring, and professional development to the team of technology commercialization professionals in an effort to provide better service to faculty and industry and build a strong and deep technology commercialization office focusing on faculty interactions, marketing, and related commercialization activities
- Initiate outreach to faculty, engaging them with the office and educating them on the benefits of working with Office of Intellectual Property Commercialization and Economic Development. Provide opportunities to introduce faculty to business and entrepreneurial experts and services in support of the research and education mission at the University.
- Develop and grow the current portfolio of active licenses and grow potential licensing opportunities.
- Initiate active outreach to industry, faculty, state, and federal legislators and agencies to create additional funding opportunities and to expand marketing of inventions to industry and actively market inventions to the industry.
- Administer, supervise, and coordinate UND's Tech Park and incubator. Assist in the identification and recruitment of companies to the Tech Park and to the Grand Forks area that will work collaboratively with UND.
- Develop collaborative partnerships involving all University operating divisions, academic departments, external industrial organizations, state

and community-based technology advancement organizations, other educational institutions, and the private sector.

Qualifications

The successful candidate for this position will be an outstanding collaborator and facilitator with a strong background in technology transfer and economic development at a major research university. S/he will have a track record of entrepreneurship, leadership, flexibility, and responsiveness as well as significant experience in and proven track record of success building the technology transfer, commercialization, and economic development organization in an academic setting or an organization of similar complexity. The AVP will have a deep appreciation of and respect for academic values and culture and an understanding of the critical role technology commercialization can play in building an academic career.

The AVP will possess many of the following experiences, capabilities, and personal attributes:

- Experience developing, managing, and mentoring staff;
- Proven skills building relationships with key clients such as faculty, staff, students, and external partners;
- Expertise in negotiating technology licenses and research agreements in a major research university;
- Experience with research/technology parks or business incubators;
- Knowledge of a broad range of intellectual property approaches to maximize the impact of the many areas of research at UND;
- Ability to create connections internally and externally that benefit UND's research enterprise and foster entrepreneurial activity;
- A problem-solving approach to operations and customer service;
- A participatory management style that models the values of service, initiative, and collaboration, with a strong focus on achieving results;
- Strong oral and written communications skills;
- Exceptional interpersonal skills;
- A strong work ethic; and
- An undergraduate degree in a scientific field is required; a graduate degree is preferred.

Please send applications and nominations to:

Elizabeth Neumann
Brill Neumann Associates

brillneumann

undavp@brillneumann.com

UND is an equal opportunity affirmative action employer.