AUBURN
Human Resources

Technology Licensing Officer

Job Description

JOB INFORMATION

Job Code	HC95
Job Description Title	Technology Licensing Officer
Pay Grade	RE12
Range Minimum	$85,940
33rd %	$108,860
Range Midpoint	$120,310
67th %	$131,770
Range Maximum	$154,690
Exemption Status	Exempt
Organizational use restricted to the following divisions	170 Senior VP Research Econ Development
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JOB FAMILY AND FUNCTION

Job Family:	Research
Job Function:	Technology Commercialization & Economic Development

JOB SUMMARY

Reporting to the Director of Commercialization in the Intellectual Property Exchange (IPX), the Technology Licensing Officer identifies technologies with commercial applications, and evaluates them for commercial potential, patentability and freedom to operate.

RESPONSIBILITIES

- Identifies and assesses new technology commercialization opportunities arising from Auburn to include, evaluating the commercial potential by identifying new uses, market segments, market size, and competing technologies using personal knowledge of emerging technology, information from experts, and on-line databases.
- Synthesizes relevant information, performs and initiates technical background and commercial market research. Makes recommendations on marketing and licensing strategies for technologies in the AU portfolio. Prepares non-confidential descriptions of technologies, and markets technologies to identify potential licensing opportunities and alternative applications.
- Assists with the development of intellectual property protection strategies including patenting when appropriate. Manages on- going patent prosecution with outside patent counsel to assure the patent strategy is followed; expenses are controlled; and patent, copyright, trademark, and other IP rights are appropriately protected. Interfaces with inventors as patent claims are prosecuted. Analyzes the impact of proposed and allowed patent claims on the commercialization opportunity.
- Manages and maintains on-going relationships with licensees, monitors the diligence of licensee towards commercializing the licensed technology, negotiates license amendments as needed, and addresses matters of contract compliance to ensure compliance with IPX and AU procedures and policies.
- Develops positive relationships with inventors with the intention of identifying attractive AU technologies for licensing to start-up or established companies. Engages with companies to determine their needs and identifies applicable AU technologies for licensing and/or potential AU researchers to perform industry-sponsored research.
- Offers guidance to research faculty on important research and technology innovation needs sought by industry and government entities as well as trends in specific fields of research. Provides feedback and suggestions to principal investigators on their extramural proposals with the goal of increasing such proposals' competitiveness especially with regards to creating innovative scientific and technical solutions.
- Educates stakeholders about the commercialization of research process. Advises University inventors and potential industry licensees regarding University intellectual property policies and related technology commercialization issues.

The responsibilities listed above show the typical duties for jobs in this classification. Actual tasks may differ depending on the department's needs. Other similar duties may be assigned with discretion of the supervisor. Not every duty will apply to every position, and the amount of time spent on each task can change based on department needs.

SUPERVISORY RESPONSIBILITIES

Supervisory Responsibility	May be responsible for training, assisting or assigning tasks to others. May provide input to performance reviews of other employees.

MINIMUM QUALIFICATIONS

To be eligible, an individual must meet all minimum requirements which are representative of the knowledge, skills, and abilities typically expected to be successful in the role. For education and experience, minimum requirements are listed on the top row below. If substitutions are available, they will be listed on subsequent rows and may only to be utilized when the candidate does not meet the minimum requirements.

MINIMUM EDUCATION & EXPERIENCE

Education Level	Focus of Education		Years of Experience	Focus of Experience	
Bachelor's Degree	No Specific Discipline Required A degree in Life Sciences, Physical Sciences, Business, Engineering, Bio-Engineering, or Chemical Engineering is desired.	and	3 years of	Experience in one or more the following: negotiating technology licenses or business contracts; developing and implementing commercialization strategies; market research, technical analysis, technical writing; or experience in IP (especially patents) evaluation. Experience in higher education environment, as well as effectively collaborating with a wide variety of industry and legal professional is desired.	Or
Master's Degree	No Specific Discipline Required A degree in Life Sciences, Physical Sciences, Business, Engineering, Bio-Engineering, or Chemical Engineering is desired.	and	1 year of	Experience in one or more the following: negotiating technology licenses or business contracts; developing and implementing commercialization strategies; market research, technical analysis, technical writing; or experience in IP (especially patents) evaluation. Experience in higher education environment, as well as effectively collaborating with a wide variety of industry and legal professional is desired.	Or
PhD	No Specific Discipline Required A degree in Life Sciences, Physical Sciences, Business, Engineering, Bio-Engineering, or Chemical Engineering is desired.		0 years of		

MINIMUM KNOWLEDGE, SKILLS, & ABILITIES

Relevant knowledge of sciences or experience working with scientists across various disciplines (preference to physical sciences, life sciences, agriculture sciences, high-tech, engineering or advanced materials); research techniques;	
Basic knowledge of marketing, commercialization strategies and deal structuring; technical analysis; technical writing; and basic intellectual property (IP) protection procedures.	
Knowledge and experience in drafting and negotiating minor business contracts including technology option and license agreements.	

MINIMUM LICENSES & CERTIFICATIONS

Licenses/Certifications	Licenses/Certification Details	Time Frame	Required/ Desired	
	Certified Licensing Professional	Upon Hire	Desired	Or
	Registered Technology Transfer Professional	Upon Hire	Desired	

PHYSICAL DEMANDS & WORKING CONDITIONS

Physical Demands Category:	Other

PHYSICAL DEMANDS

Physical Demand	Never	Rarely	Occasionally	Frequently	Constantly	Weight
Standing			X			
Walking			X			
Sitting				X		
Lifting			X			10 lbs
Climbing		X				
Stooping/ Kneeling/ Crouching		X				
Reaching		X				
Talking				X		
Hearing				X		
Repetitive Motions			X			
Eye/Hand/Foot Coordination			X			

WORKING ENVIRONMENT

Working Condition	Never	Rarely	Occasionally	Frequently	Constantly
Extreme cold		X			
Extreme heat		X			
Humidity		X			
Wet		X			
Noise		X			
Hazards		X			
Temperature Change		X			
Atmospheric Conditions		X			
Vibration		X			

Vision Requirements:

Ability to see information in print and/or electronically.