



**JOB INFORMATION**

Job Code	HC77
Job Description Title	Dir, Commercialization
Pay Grade	RE13
Range Minimum	\$96,190
33rd %	\$125,040
Range Midpoint	\$139,470
67th %	\$153,900
Range Maximum	\$182,760
Exemption Status	Exempt
Approved Date:	1/1/1900 12:00:00 AM
Legacy Date Last Edited	12/12/2017

**JOB FAMILY AND FUNCTION**

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

**JOB SUMMARY**

Promotes adoption of Auburn University technologies by performing technology assessments, market evaluations, and patentability analyses often for complex and multi-faceted commercial opportunities.

**RESPONSIBILITIES**

- Oversees management of Auburn's patent and license portfolio, including periodic reviews of active inventions, monitoring responses to and decisions on open patent actions and maintenance fees, and interacting with current licensees to ensure compliance with their commercial obligations.
- Develops commercialization strategies including intellectual property (IP) protection elements by considering the technology, the market, and the strengths of the research team. Conducts research and analysis to identify market applications for disclosed technologies.
- Identifies and assesses new technology commercialization opportunities arising from Auburn to include assessing commercial potential, commitment of inventors to the commercialization process, suitability for patent or other IP protection, competitive advantages, and scientific merit. Conducts patent searches and freedom to operate for new technologies.
- Develops marketing strategies, prepares descriptions of technologies, and markets commercial opportunities to potential licensees and investors. Negotiates the deal terms for commercialization licenses or research collaborations.
- Oversees programs to proactively foster interaction and collaboration among industries, institutions, and Auburn University for the commercialization and/or development of technologies. Organizes and facilitates meetings with specific industry partners to match their needs with AU expertise.
- Identifies new technology trends and needs within industry, governmental agencies, and other third parties.
- Participates in major commercialization efforts and special projects to advance technologies to the market, including internal grant programs, customer discovery, collaborating with the College of Business, and engaging with outside vendors. Coordinates with licensing and business development personnel with the aim of start-up companies to commercialize Auburn University technologies.

**SUPERVISORY RESPONSIBILITIES**

Supervisory Responsibility	Full supervisory responsibility for other employees is a major responsibility and includes training, evaluating, and making or recommending pay, promotion or other employment decisions.
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**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 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
Master's Degree	Business, Law, Engineering, Physical or Life Sciences.	And	8 years of	Experience in developing and/or implementing commercialization strategies; experience in market research, technical analysis, technical writing; experience in IP (especially patents) evaluation and comparison to identify Freedom to Operate issues and develop alternate paths to commercialization. Experience should reflect progressively increasing levels of responsibility and accountability. Must have 1 year experience leading, mentoring or supervising others.

### MINIMUM KNOWLEDGE, SKILLS, & ABILITIES

Knowledge of research techniques, marketing and commercialization strategies, technical analysis, technical writing, product development, and intellectual property (IP) protection procedures.

### MINIMUM LICENSES & CERTIFICATIONS

Licenses/Certifications	Licenses/Certification Details	Time Frame	Required/Desired	
None Required.				And
	C.L.P.	Upon Hire	Desired	And
	R.T.T.P	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					
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.