



TECHNOLOGY MANAGER

Background

SpringBoard is a program of the Juneau Economic Development Council that operates as one of five Partnership Intermediaries nationwide to assist the US Department of Defense (DoD) transfer and commercialize technologies developed through the research, inventions, patents and facilities of DoD laboratories. SpringBoard's major program objectives aim to maximize global economic competitiveness while meeting DoD mission critical and dual use needs.

SpringBoard works *nationwide*. Our location in Alaska allows us to connect Alaskan entrepreneurs with a wealth of DoD research, inventions, patents, and laboratory facilities that open doors to commercialization and licensing opportunities, employment, and economic growth. Alaska also offers diverse and challenging environments that laboratories need to test developing technologies.

Juneau Economic Development Council (JEDC) is a private, non-profit economic development company and manages a broad range of economic development activities. SpringBoard is currently developing its Partnership Intermediary role with other government agencies, such as Homeland Security and the US Department of Agriculture.

Summary

The Technology Manager develops and manages a portfolio of relationships between Department of Defense (DoD) and other federal government laboratories' tech-transfer officers and scientists to generate agreements that promote the commercialization of government created technologies.

Essential Job Functions

The Technology Manager will:

- Identify DoD/government developed technologies with the potential to meet our industry needs and market these technologies to relevant companies nationwide
- Develop important relationships with DoD/government technology transfer personnel and partners to understand their technology needs and requirements, which could be met by partners in industry or academia
- Play a key role in marketing technologies, capabilities, new applications, and government/DoD-related business opportunities by facilitating discussions and negotiations in support of developing a range of agreements or contracts, including CRADAs, licenses, contracts and Small Business Innovation Research grants
- Help businesses identify and license appropriate DoD/government technologies.
- Perform technological and marketing research for inventions and intellectual property
- Draft initial license agreements and cooperative research and development agreements
- Draft initial commercialization plans for new technologies
- Make recommendations for additional support and/or services to enhance the viability of companies working with DoD/government labs

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- Record and maintain up-to-date information on developing projects
- Other duties as assigned

Scope of Responsibility

Knows the policies, procedures and practices necessary to conduct essential job functions. Is aware of the role of the position and its potential impact on programs and financial condition of the organization.

Decision Making

Carries out duties and responsibilities under the supervision of JEDC's Executive Director. Makes decisions and sets priorities consistent with the SpringBoard Tech Transfer work plan.

Authority

Supervises the activities of one Technology Associate and works as a member of the SpringBoard Tech Transfer team to achieve annual program metrics, based on numbers of agreements executed between labs, companies, research institutions and other partners during the year.

Communication

Exchanges routine information in an appropriate manner.

Qualifications Required

- U.S. Citizenship
- 5-8 years professional experience in positions of increasing responsibility in technology transfer, manufacturing, technical sales or licensing
- B.S. or Masters degree in engineering, chemistry, biology or physical science, engineering or other technology field
- Candidates must be energetic self-starters and have demonstrated abilities to work independently and interact professionally.
- Creativity, critical thinking, client and project management skills, ability to work independently and as part of a team
- Excellent communications skills, including high level writing skills, especially technical writing
- Exceptional organizational skills, time management and strong ability to manage details
- Team player with a proven ability to interact with all levels of staff and constituents from diverse communities
- Ability to exercise discretion and maintain confidentiality
- A commitment to the mission of the Juneau Economic Development Council

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Qualifications Desired

- MBA degree
- Exposure to technology transfer in a university setting
- Work with a venture capital firm financing technology start-ups
- Hands-on experience with commercialization of new technologies

Compensation and Benefits

This is a permanent, full-time, non-exempt position based in Juneau, Alaska with frequent travel around Alaska and the U.S.

The salary offered is based on the applicant's education level, experience and other attributes. JEDC offers outstanding benefits including medical, dental and vision insurance for employees who work over _ time; a generous retirement contribution; holiday pay and progressive amounts of annual leave based on years of service.

Employment at the Juneau Economic Development Council is contingent upon successful completion of background screening as well as successful past employer reference checks. All employment at the JEDC is "at will" and may be terminated by either the employee or the employer at any time for any reason, with or without cause, with or without prior notice or warning.

Equal employment opportunity and having a diverse staff are fundamental principles of the JEDC.