



GE VENTURES LICENSING

Position Profile:

***Director,
Intellectual Property Analytics***



INTRODUCTION:

GE Ventures-Licensing (GEVL) monetizes GE technologies and intellectual property (IP) globally via creative commercialization structures ranging from licensing to new venture creation, in partnership with GE business units. There could not be a more exciting time to be a part of GE Ventures Licensing. GE has many technologies ready for commercialization and only a fraction of them have been mined. GE Ventures Licensing has been tasked to bring these deals to market. The Licensing Group is looking to double its staff over the next year. GE Ventures Licensing is looking for talented people to be part of this growth. GE Ventures Licensing is seeking deal makers, negotiators, and people that can navigate big companies. Additionally, GE Licensing needs creative problem solvers who can think of inventive ways to structure deals, create spin-outs and add to a tradition of success.



"... Our team spends a lot of time building our network - outside and inside GE- identifying new opportunities, finding the right balance between execution and growth, and exploring more contemporary ways to express the value of licensing for a company like GE," Pat Patnode, President of GE Licensing & Technology Ventures, GE Ventures (read the entire article: <http://www.nasdaq.com/article/meet-a-vc-pat-patnode-cm865327>)

GE prides itself in being innovation accelerators, spotting new trends and creating new opportunities that drive growth for partners and GE. Partners have access to more than 50 years of proven technologies and can tap into GE's intellectual property to find new ways to bring ideas to market faster. GE Ventures scales great ideas, connecting companies and resources that allow them to reach new customers and expand into new markets. GE has a competitive edge and infrastructure to assist partners to build, grow and scale.

Explore more about GE Ventures <https://www.geventures.com/>



THE OPPORTUNITY:

GE Ventures Licensing is responsible for the structuring, negotiation and execution of outbound intellectual property/technology-based transactions. GE Ventures Licensing is committed to exploration of the technical environment, both externally and internally, to predict success.

The **Intellectual Property Analytics Director** leads the effort to evaluate GE intellectual property and provide data-driven assessments, insights, and trends in technology impacting GE Ventures success. This position is responsible for analysis of GE Ventures Licensing current technology portfolio in multiple domains, as well as the continued development of patents and future projects. This position is located in Niskayuna (Albany), New York.

Key attributes for success include a collaborative attitude, understanding of a complex corporate world, proactive and independent nature, and understanding varying timelines in a large enterprise. A passionate and creative approach to deal making, as well as a desire to contribute to growth is essential.

QUALIFICATIONS AND EXPERIENCE:

- Develop and execute business plans, including IP/tech assessments, valuations, deal/agreement structuring and execution where appropriate.
- Create business case and execute new programs:
 - Lead technology and IP evaluation for commercial opportunity.
 - Support IP strategy for new commercialization models.
 - Understand patents and related intellectual property, determine its value in a given program and business model.
 - Provide support in new markets for technology transfer, joint development, and IP licensing programs.
- Work closely across GE to coordinate program building, sharing best practice and business model sharing.
- Support market research, prepare financial projections and utilize the output to determine potential transaction partnership value.
- Structure and negotiate IP/technology deals as appropriate.
- Demonstrated experience in intellectual property analysis and landscape assessment.
- Excellent communication and presentation skills.



PROCEDURE FOR CONSIDERATION:

Interested candidates should email resume, deal sheet/past deals negotiated, and salary expectations to:

Glen Gardner, glen@vortechsgroup.com

or

Lisa Rooney, lisa@vortechsgroup.com

The Vortechs Group

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5k

ENGINEERS

35k

RESOURCES

40k

