



THE OHIO STATE UNIVERSITY



Licensing Manager / Senior Licensing / Assistant Director
Physical Science
3 Positions

Columbus, Ohio
Position Specification

<https://tco.osu.edu/>

THE ORGANIZATION:

The Ohio State University (OSU) ranks 4th in the nation among all research universities in industry-sponsored research, according to statistics compiled by the National Science Foundation. The breadth, scope, and excellence of their research programs make Ohio State a leading force of innovation and change — locally, nationally, and globally.

Ohio State's research and academic programs offer some of the widest variety in the country. The Ohio State University is also home to a top-rated medical center, a premier cancer hospital, and a state-of-the-art heart hospital. In addition to this, the University boasts over 80 research centers.

The Technology Commercialization Office at OSU features an Inventor's Wall, which showcases the extraordinary contributions this institution has had in the world of science, research, and invention. Ohio State has more National Academy Awards than any other university.

In 2017, Ohio State was ranked #25 on Reuters Top 100 Most Innovative Universities in the World, ahead of CalTech, Cornell, and Oxford universities. The listing recognized the University's achievements and its impact in the global economy in the areas of science and technology. The methodology used by Reuters to select the universities factored in academic papers, number of patent filings, and commercial impact in addition to other considerations.



The Ohio State University is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to religion, gender, race, sexual orientation/identity, ethnicity, or disability status.

For more information about the University visit: <https://osu.edu>

For more information about areas of Technology Commercialization visit: <https://tco.osu.edu>

THE OPPORTUNITY

The **Licensing Manager (LM) (or Senior Licensing Manager or Associate Director, depending on experience)** is responsible for identifying technologies with commercial applications, evaluating the commercial potential of technologies, identifying potential licensees, preparing non-confidential technical information for marketing purposes, developing and implementing specific marketing strategies for each technology, and drafting and negotiating mid- to large-sized license agreements and other types of agreements including material transfer, collaboration and nondisclosure agreements. Responsible for performing own negotiations related to the Intellectual Property (IP), as well as demonstrating valuation and IP understanding. The IP may be in the fields of: chemistry, engineering, software, physical sciences, advanced materials, energy, fuel cells and advanced batteries. The LM is also responsible for mentoring and support of licensing analysts, licensing managers and student interns.

OSU is looking for **three candidates** who can lead and implement strategies while fostering community economic development. S/he will serve as a speaker, workshop leader, committee member and/or officer of various licensing associations.

As the senior position in the licensing staff, the LM will help educate the academic community about technology transfer and intellectual property.



Key Responsibilities

- Serve as the lead negotiator, negotiating terms for licenses and options, including equity terms and conditions, when appropriate.
- Research existing technologies/products. Independently develop a licensing strategy for technologies in the portfolio. Identify and present new technology to qualified businesses.
- Educate stakeholders about the commercialization of research process. Determine when research should be protected and marketed. Decide when research fits commercial product development.
- Successfully manage an extensive portfolio of technologies (>100) and independently evaluate the commercial potential by identifying new uses, markets, market size, and competing technologies using personal knowledge of emerging tech, information from experts, and on-line databases.
- Manage on-going patent prosecution with outside patent counsel to assure the patent strategy is followed; expenses are controlled; and patent, copyright, trademark, and other Intellectual property rights are appropriately protected.

- Research new technologies/products to determine if there is a market need and determine if the market can support the technology. If a market need exists, the LM would research the size of the market and the value of the technology.

Candidates must be organized, entrepreneurial thinkers with an eye for details. They must be adept at building relationships within an academic environment and beyond. They must possess a flexibility of thought and style to maximize benefit to the research community and University stakeholders.

Minimum Qualifications:

- Masters, MBA, JD, or Ph.D. degree required
- Minimum 2 years of technology commercialization/transfer or related experience;
- Proven ability of working effectively with internal and external stakeholders of all levels.
- Relevant knowledge of the sciences or experience working with scientists across various disciplines (preference to physical sciences, agriculture sciences, high-tech, engineering or advanced materials);
- Experience/knowledge in key functional areas, such as licensing, commercialization, and deal structuring
- Experience in a complex, faculty-driven environment, as well as effectively collaborating with a wide variety of industry and legal professionals in a professional and positive manner;
- Excellent interpersonal skills; a flexible outlook and ability to handle peak stress periods with logic and a calm demeanor;
- Proven strong analytical and strategic thinking abilities;
- Comfortable with ambiguity and organizational change in an organization that seeks to maintain a top level of innovation and an ongoing need for reengineering processes and systems.

PROCEDURE FOR CONSIDERATION:

Confidential review of applications will begin immediately and continue until the position is filled. Interested candidates should send resume, deal sheet/past deals negotiated, and salary expectations to:

Lisa Rooney
The Vortechs Group
lisa@vortechsgroup.com



COLUMBUS, OHIO: AFFORDABLE CHARM WITH BIG OPPORTUNITIES

Columbus, Ohio is an amalgam of industry and experiences. With state government activities taking center stage, it also boasts a rich academic community with The Ohio State University, and is the headquarters for many large companies. Its diversified economy keeps the cost of living well under national average.

Columbus has been named to too many “Best of” lists to include all of them here but some of the notables are: One of the 6 Best Big Cities by Time and Money Magazine, one of the Top 6 “American Dream Cities,” and #1 Opportunity City according to Forbes. [Read more about Columbus’ awards and listings.](#)

Columbus’ delightful downtown neighborhoods are bringing residents back to the city. These pockets are rich with history and personality but if you prefer sprawling suburbs with big lawns and plenty of opportunities for retail therapy, this city has them too.

The downtown boasts many ways to enjoy its beauty including Columbus Commons Park, which has become a gathering place for the community and puts on a spectacular Christmas lights display. The Scioto Mile features a beautiful riverfront walk with interactive fountains and paths for biking, walking, and jogging. Columbus offers a great variety of entertainment, shopping, and dining options but retains that cozy hometown feel.

For more information on Columbus visit: <http://www.experiencecolumbus.com/>

Images via flickr by jpmeuller99 and JasonParis