University of Virginia Licensing & Ventures Group  
Position Description

TITLE: Licensing/Business Development Professional, Life Sciences, Open Rank
SUPERVISOR: Director, Licensing

I. POSITION DESCRIPTION

The Licensing Professional is charged with assisting the University of Virginia Licensing & Ventures Group (UVA LVG) in its mission to maximize the impact of UVA’s innovation assets via commercialization, while providing high levels of customer service, value-added business development, new venture creation, and a focus on driving quality transactions.

II. BACKGROUND

The University of Virginia is a comprehensive research university located in Charlottesville, Virginia. Home to 11 schools, UVA is consistently rated among the top public universities and a university “best values” in the United States. Further, UVA boasts 12,000 faculty and staff, a greater than $7.5 billion endowment, 20 members of the national academies, 2 research parks, and top ten ranked schools of business, commerce, and law. During the fiscal year ending on June 30, 2016, the University performed $397 MM in research expenditures (including $210 MM in federal expenditures) in 1.5 MM square feet of research, laboratory, and studio space.

UVA LVG is the intellectual property management and innovation commercialization organization for UVA’s research portfolio (www.lvg.virginia.edu). Founded in 1977 as a 501(c)(3) UVA affiliated foundation, UVA LVG receives ~200 invention disclosures, executes ~80 commercial transactions, and launches 5-7 new companies each year. During the 2016 fiscal year, UVA LVG issued 67 patents in the US and abroad.

In 2014, the University set forth the following as one of its five pillars of “The Cornerstone Plan”:

“Strengthen the University’s capacity to advance knowledge and serve the Commonwealth of Virginia, the nation, and the world through research, scholarship, creative arts and innovation.”

To achieve this objective, UVA has recently invested considerable resources to support innovation, commercialization, and entrepreneurship.

Each year, UVA deploys ~$2 million in translational research funding to advance promising discoveries and technologies closer to commercial/clinical endpoints. Each fund is managed by an interdisciplinary, advisory board of experts and provides project management support.

III. ESSENTIAL FUNCTIONS

Reporting to the Director, Licensing, the responsibilities are to:

Serve as a primary case manager and business development professional for a large portfolio of high-impact UVA inventions. These tasks include the following:

- Solicit new invention disclosures from UVA faculty, staff and students;
- Perform technical, commercial and legal due diligence, including prior art searches, market analyses and commercial pre-marketing;
- Develop and execute strategies to develop and protect the University’s intellectual property;
- Structure, draft and negotiate complex, productive legal agreements, including, but not limited
to materials transfer agreements, tangible materials licenses, non-disclosure agreements, option/evaluation licenses, non-exclusive licenses, exclusive licenses, etc.;

- Provide review and support on behalf of LVG for UVA sponsored research, materials transfer, confidentiality and strategic partnership agreements;
- Manage high-profile and high-impact industry, translational research and/or foundation relationships;
- Identify technologies/opportunities for commercialization from within the university that may support new venture creation and engineer strategies to develop such opportunities.
- Proactively and vigorously market UVA technologies via new and existing networks of private sector relationships;
- Assume leadership role in LVG initiatives;
- Serve as the primary customer-service liaison to a large contingent of University departments, centers and programs;
- Manage scientific and legal interns as designated by the Director, Licensing;
- Actively participate in UVA local and regional events/activities promoting innovation, entrepreneurship and intellectual property awareness in the region (including those activities taking place after regular business hours); and
- Perform other duties as assigned by the Executive Director and the Director, Licensing.

IV. QUALIFICATIONS:

- Required:
  - Bachelor’s degree in life sciences;
  - Two-three years, full-time, related work experience;
  - Positive attitude; resourcefulness;
  - Strong oral and written communication skills;
  - Strong organizational abilities;
  - Ability to work independently.

- Strongly preferred:
  - Ph.D. Life Sciences or other advanced degree;
  - Knowledge of and experience with patent preparation/prosecution, contract negotiation, business development, and university technology commercialization;
  - Experience working in a university environment.

V. COMPENSATION

Salary is commensurate with experience.

The University of Virginia Licensing & Ventures Group is an equal-opportunity employer and does not discriminate on the basis of race, sex, religion, national origin, age, disability, handicap or any other classification protected by applicable law.

VI. TO APPLY

Qualified candidates are invited to apply for the position of Licensing Analyst by submitting a cover letter and resume/CV electronically to lvgjobs@virginia.edu. Please direct questions to Claudine@virginia.edu or 434.924.7523.