Industry Liaison Officer

Forbes includes U of G Among Canada’s Best Employers

Professional and Managerial Group

Industry Liaison Officer

Research Innovation Office

Temporary full-time from January 30, 2020 to December 25, 2020

Hiring #: 2019-0694

Please read the Application Instructions [1] before applying

The Research Innovation Office helps transform the University of Guelph’s world-class research into innovations that change lives and improve life. Reporting to the Industry Liaison Manager, the Industry Liaison Officer (ILO) is responsible for soliciting, managing and increasing industry-academic research collaborations. The successful candidate will encourage a culture of innovation, demonstrate leadership and exhibit both creative and analytical thinking particularly with respect to the negotiation and structuring of complex contractual arrangements. The successful candidate will have the ability to quickly identify potential problems, analyze, recommend and execute one or more solutions and will exhibit solid interpersonal, communication and presentation skills. An entrepreneurial approach is expected.

Primary aspects of the role include, but are not limited to:

- Bridge the research & development needs of companies with university-based researcher expertise for the purpose of establishing industry/academia collaboration;
- Discover and develop external relationships with industry that could mobilize research;
- Recruit, evaluate, develop, negotiate and manage applications for a portfolio of industry-academic research priorities;
- Recommend appropriate research relationships, funding programs and collaborations;
- Promote and provide support for industry research engagement and process questions;
- Represent the university’s research strengths and resources at external meetings, conferences and events;
- Negotiate research agreement terms on behalf of university and collaborators consistent with established policies and procedures;
- Maintain CRM database;
- Develop and present educational seminars/workshops to university community and private sector; and
- Assist Research Innovation Office colleagues as required.

Requirements of the position include:

- Master’s degree in a related field and three years’ related experience; or an equivalent combination of education and experience;
- Business development or Industry Liaison experience in the private or public sectors;
- A self-starter who is motivated to work in a dynamic, fast-paced environment;
- Strong negotiation, interpersonal, networking, communication, and presentation skills;
- Must have a valid class ‘G’ driver’s license.

Classification P05*
Professional/Managerial Salary Bands [2]

At the University of Guelph, fostering a culture of inclusion [3] is an institutional imperative. The University invites and encourages applications from all qualified individuals, including from groups that are traditionally underrepresented in employment, who may contribute to further diversification of our Institution.

Posting Date: 2019 12 11
Closing Date: 2020 01 06

Source URL: https://www.uoguelph.ca/hr/careers-guelph/current-opportunities/industry-liaison-officer

Links
[1] https://www.uoguelph.ca/hr/careers-guelph/how-apply
[2] https://www.uoguelph.ca/hr/system/files/P%26M%20Grid-Oct%2026%2C%202017%20-%20April%2030%2C%202020%20_17.pdf