Technology Transfer Manager

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Technology Transfer Manager

Research Innovation Office

Temporary full-time from April 4, 2022 to April 4, 2027
Hiring #: 2022-0105

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. Our Technology Transfer managers seek to maximize the potential economic, social and environmental impact of University of Guelph inventions and ideas.

Reporting to the Director, Technology Transfer & Industry Liaison, the Technology Transfer Manager manages a diverse portfolio of inventions and other intellectual property arising from the University’s research programs. The TTM’s goal is to work with UG faculty and staff, government, companies and investors to increase the commercial impact of new inventions and other intellectual property developed at UG. Primary aspects of the role include, but are not limited to:

- Working with faculty, students and staff to increase the quality and quantity of reports of invention.
- Evaluating the market potential of new inventions. Market evaluation includes use of customer discovery tools, interviews and secondary research.
- Evaluating the potential for patent protection and freedom-to-operate of new inventions, using strong patent database search skills to find and analyze existing patent literature.
- Protecting intellectual property via collaborating with research personnel and external agents or parties in the preparation and prosecution of required documents and filings. Incumbent in particular should possess an understanding of patent law.
- Marketing of inventions to potential receptors, including companies that may license IP and investors and founders who may participate in start-up companies. This may require talking with a wide variety of people and continuing to refine the marketing approach and narrowing on the key applications of the intellectual property.
- Negotiating and constructing legal agreements required to grant rights to third parties, including start-up companies, consistent with protection of the University’s interests. In particular in the case of start-up companies, the incumbent should be able to provide some advice and mentorship to help increase the chances of success.

The ideal candidate is someone with:

- A multidisciplinary scientific background, ideally including physical, engineering and/or information technology fields
- Experience building relationships and drafting/implementing agreements in a variety of technical fields
- Experience working with patents and intellectual property, including conducting prior art searching
- Experience shepherding early-stage technologies to the market

A 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.

Required minimum background:

- A Master’s degree in a technical field
- Experience related to the commercialization of early stage technology
- Experience working with patents and intellectual property
- Valid driver’s license

Classification               P07
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.

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