

Job Description: Executive Director, Kentucky Commercialization Ventures

Reports To: President / CEO, KSTC

Job Overview:

Kentucky Science and Technology Corporation (KSTC) (www.kstc.com), a statewide independent and innovative 501(c)(3) non-profit leader in developing and managing creative initiatives in education, entrepreneurship, disruptive R&D, and economic competitiveness, seeks an Executive Director for the Kentucky Commercialization Ventures program.

The mission of Kentucky Commercialization Ventures (KCV) is to develop and execute commercialization services and resources to all of Kentucky's regional public post-secondary institutions (WKU, EKU, NKU, Morehead St., Murray St., Kentucky State U., and KCTCS, together the "Participating Institutions"), working in partnership with and leveraging the strong nucleus for such services and culture at our two R1 universities (University of Kentucky and University of Louisville), and engaging the other entrepreneurial programs of KSTC to rapidly network, develop and commercialize the research performed at these Participating Institutions.

The Executive Director must have strong abilities to influence, collaborate, build culture and lead this collection of Participating Institutions related to commercialization and startup creation culture and capabilities, whereas these Institutions have different research strengths, different sizes and budgets and unique management structures, metrics and intellectual property policies, yet all sharing a common goal of accelerating the collective power of Kentucky's post-secondary institutions.

The Executive Director will organize and lead the KCV program across the Participating Institutions, including oversight of KCV team members, projects, budget and reporting. Responsibilities will be overall leadership and management of KCV services and initiatives, including marketing, education, outreach and coordination of engagement across Participating Institutions and their stakeholders. The Executive Director will develop and execute process management and have ultimate decision-making related to invention market assessment, patent filing and prosecution, technology marketing, commercialization and licensing negotiations, new venture creation, and other inventor participation in KCV programs. Direct oversight and reporting responsibility is expected to include the Intellectual Property Development Director.

Responsibilities and Duties:

- Develop and foster ongoing and mutually beneficial relationships with relevant stakeholders at Participating Institutions and University of Kentucky and University of Louisville in order to design, build, implement, promote, and manage the KCV mission to those institutions faculty, staff and students, as applicable, with an initial specific focus on commercialization education and culture building initiatives and programs, offered to Participating Institutions on a regular basis.
- Develop processes and ensure effective implementation and review of policies and procedures at Participating Institutions to incentivize inventor participation in and effectively build a pipeline for supporting university commercialization activities.
- Develop, execute and oversee best-practice and efficient pathways to connect clients (faculty, staff and students at Participating Institutions and University of Kentucky and University of Louisville) to KCV services and programs.

- Develop, execute and oversee effective and efficient practices and mechanisms for receipt, evaluation, and relevant protection of intellectual property for inventions at Participating Institutions. Establish processes to foster collaboration between institutions in the development and commercialization of inventions.
- Develop, execute, oversee and monitor processes to commercialize inventions through engaging industry partners and small and medium enterprises for license execution or other technology transfer partnerships and leveraging existing programs in Kentucky to create start-up ventures spinning out of Participating Institutions.
- Develop additional streams of revenue from federal, state, academic and private sources.
- Develop and execute a set of metrics that measure the effectiveness of the KCV program.
- Develop, execute and oversee a marketing and public relations program for KCV which includes:
 - Representing KCV at networking, educational, and other events in the Kentucky legal and entrepreneurial ecosystems.
 - Representing KCV to state and county leadership, including elected representatives
 - A marketing presence through a website, social media and press releases
- Assist KSTC leadership in other ways deemed central to the overall development and ongoing success of operations.

Skills & Experience:

- Required: Masters degree or other terminal degree
- Required: Minimum eight years of relevant experience
- Required: US citizen or Permanent Resident

Salary: \$125K to \$135K/year + full benefits package, including paid leave, health, dental, eyecare and life insurance, and retirement benefits.

Location: In general, the position will be based in Lexington, spending approximately 2-3 days/week. Due to the statewide nature of the job, regular travel to stakeholder locations, including Frankfort and university locations in Lexington, Louisville, Bowling Green, Richmond, Covington, Morehead, and Murray.

KSTC is an equal opportunity employer and offers a competitive salary and benefits package. To apply, please email your resume and cover letter with salary requirements to hr@kstc.com. Applications are due by June 30, 2020 with screening for interviews beginning immediately.