

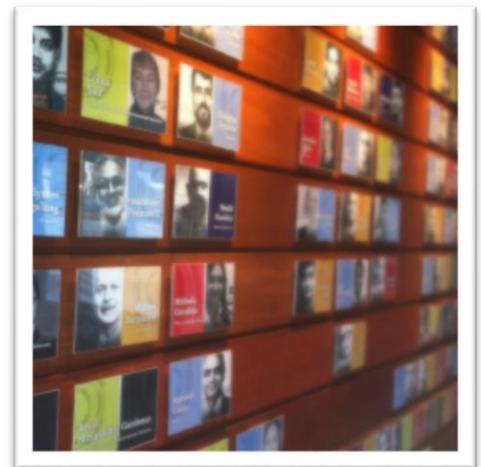
THE ORGANIZATION:

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 **Director of New Ventures** reports to the Associate Vice President (AVP) of Technology Commercialization and will be responsible for launching new ventures and leveraging the fund continuum of The Ohio State University (OSU). The Director of New Ventures will have a keen focus towards recognizing and nurturing technologies at OSU, which would have a higher potential of success in the current market environment. The Director will also track portfolio companies' progress. OSU currently has nearly 60 startups and ranks as one of the top universities in the country in startup metrics.

OSU is looking for a candidate of vision and energy to deliver on the high expectations set by the University and its stakeholders. S/he will build relationships with faculty and outside entrepreneurs around Columbus to spark and ensure the continuance of a vibrant startup ecosystem that is recognized nationally.

The Director will identify, groom, and lead high-profile projects and serve as a community leader in the start-up scene. As one of the top positions in the Technology Commercialization Department, the Director will help create a vibrant, exhilarating environment where students,



faculty, and the investment community work together to advance the University's most promising technologies.

The ideal candidate will:

- Influence the entrepreneurial culture at the university by building rapport with inventors and streamlining the process for moving technologies to the market.
- Help attract talent to Ohio State technologies by creating and engaging with a network of business leaders and mentors.
- Negotiate equity and governance documents associated with startup companies.
- Market startup companies and technologies to prospective investors; serve as a liaison with potential investors.
- Oversee the relationships and advise the portfolio companies through advice, coaching and observation rights on the boards of directors, post-investment.
- Incorporate and track metrics that show progress on a local, national and global stage.
- Collaborate with national and local venture capital organizations.
- Actively work with partner organizations such as Rev1 Ventures and others, as appropriate.

- Become one of the faces of innovation at the University and beyond through startups and partnerships, speaking engagements, events and venture road shows.
- Establish strong ties with venture capital hubs such as Silicon Valley, Boston, and other local and global centers of growth.
- Bring a distinct sectoral focus to startups at OSU culminating in a venture hub creation for the Midwest and nationally.

Candidates must be organized, entrepreneurial thinkers with a dynamic ability to develop relationships, and a flexibility of thought and style to maximize benefit to the research community and University stakeholders.

Key Responsibilities

The Director will:

- Dramatically advance University performance of technology transfer;
- Lead efforts relating to programs such as Executives in Residence, internships, fellowships as appropriate;
- Identify promising technologies through interactions with the licensing managers and inventors, market analysis, and customer due diligence. Assist in the preparation of marketing materials and preliminary business plans.
- Provide programmatic support for commercialization grants, such as TVSF and the Accelerator Awards, and events such as StartUp Snapshot and the Business Leader dinner.
- Provide project management support for technologies that receive award funding from the university Venture Capital Pool.
- Coach and support inventors and business leaders for preparation of grants and award applications, pitch materials and presentations, and investor meetings.
- Oversee day-to-day operations of the office, including supervision of permanent and temporary staff. Ensure University resources are properly leveraged. Recruit and hire staff with the skills to build high performing teams in the Technology Commercialization offices. Provide coaching and career development to staff and interns;
- Provide advice to faculty and students on general IP matters. Promote the cross-fertilization of ideas within the University's scientific community consistent with the need for confidentiality of potentially patentable subject matter until patent applications have been filed;
- Direct faculty/campus outreach through lectures, workshops, events, and other mechanisms. Develop and facilitate training to certify faculty inventors in the commercialization process and procedures;
- Become well established in the central Ohio community to educate and advocate the commercialization strategy and its benefits to local economic development. Be a voice and face of technology commercialization for The Ohio State University and beyond.

Minimum Qualifications:

- Bachelor's degree in a science discipline required. Master's or advanced degree preferred.
- A minimum of five years of professional experience of increasing levels of management, administrative and leadership responsibility of entrepreneurial endeavors and programs. 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;
- Experience/knowledge in key functional areas, such as entrepreneurship, commercialization, and deal structuring.
- Progressive leadership experience in either a university technology transfer office, or in industry leadership positions responsible for new ventures preferred;
- Experience managing in a complex, faculty-driven environment, as well as effectively collaborating and building partnerships in a professional and positive manner;
- Excellent interpersonal skills; a flexible personality 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 will have continual 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:

The Vortechs Group
5439 Red Bank Road · Galena, OH 43021
614-899-6696
<http://vortechsgroup.com/contact-us/>



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