

Senior Commercialization Manager

Idaho National Laboratory leadership is seeking to elevate the impact of its research and development, which requires talented and motivated technology transfer professionals to help guide research and ensure that it is adopted and applied by industry. With a high degree of leadership support, invention disclosures and licensing activities are increasing with a focus on elevating the impact of INL's R&D efforts. Learn more about the benefits of working at INL

at: <https://youtu.be/Hgn84aw8Wjk> and <https://inlcareers.inl.gov/LifeStyleAndBenefits>

Specifically, INL's Technology Deployment team is looking for an enthusiastic and experienced technology transfer professional with a proven track record of managing IP, generating leads and creating deals. INL's technology transfer team works closely in a highly integrated, outcome oriented, positive team environment. A track record of getting along well with others and the ability to help continue and nurture an environment where everyone loves to work is a must. This position will primarily focus on inventions and software created from INL's research in advanced manufacturing and nuclear energy.

Responsibilities

The Senior Commercialization Manager will serve as an intellectual property (IP) and commercialization strategist and manage assigned portfolios of intellectual property to advance INL's mission objectives. This position- Leads program execution and takes primary responsibility for the cradle to grave management of the assigned intellectual property portfolio, including the legal protection thereof (patent prosecution/maintenance and copyright assertion) in coordination with Battelle Energy Alliance (BEA) legal. Strategically identifies partnering opportunities and reduces such opportunities to working relationships to promote the advancement of INL's mission in collaboration with INL's R&D directorates and Agreements Management. Coordinates Technology Deployment activities into the Associate Laboratory Directorate (ALD) programs. Mentors staff (non-senior Commercialization Managers, market analysts, agreement administrators, etc.) and reviews work for compliance with policies, procedures, regulations and alignment with strategies. Establishes strategic, long-term relationships with external customers, with INL management and with technical teams in order to promote access to INL facilities, capabilities and intellectual property in a manner that benefits the American economy and competition. Personally own and actively engage Technology Deployment's transformation and roadmap. Engages in activities that demonstrate INL leadership in technology transfer. Brands Technology Deployment as a responsive, professional, high quality and fully integrated organization through performance and communications. Works independently in coordination with high level strategic directions set by the Director of Technology Deployment to manage assigned portfolio of deployable technology and intellectual property to advance assigned portfolio, which includes:

- Building a strategic portfolio of deployable technologies that support lab-wide and mission strategies;
- Securing and building strategic IP assets (patents and software copyrights);
- Identifying the best use of IP and deployable technologies;
- Lead the Directorate patent and copyright committee;
- Developing and carrying out deployment strategies that support lab-wide mission strategies, including leveraging IP and INL capabilities to build partnerships and engagement with industry;
- Defining and executing marketing strategies for the strategic portfolio of technologies and IP;
- Preparing for, carrying out and representing the company in negotiations in a manner consistent with INL's mission objectives and technology transfer policies;
- Reducing negotiations to professionally written, mutually beneficial agreements without undue delay;
- Identifying and communicating risks of technology transfer decisions to stakeholders/decision makers within the company;
- Mitigating risks of technology transfer decisions;
- Engage relevant stakeholders in developing final agreements for approval and execution;
- Managing the agreement life cycle, e.g., modifications, compliance, performance, termination, etc.;
- Understanding and ensuring compliance with policies, procedures, and regulations associated with IP, licenses and related contracts (including conflict of interest and fairness of opportunity);
- Oversee technology and IP deployment projects carried out by junior staff members;
- Mentoring and training INL professionals involved in technology management and IP aspects;
- Identifying nonfederal technology transfer opportunities and translate such opportunities to working relationships that promote the advancement of INL's mission.

- Developing and carrying out nonfederal technology transfer strategies that support mission strategies;
- Developing effective working relationships with external customers (including other DOE laboratories, other Battelle organizations, and industry) and with management and technical teams across the INL to enable access to INL facilities and capabilities;
- Identify and support opportunities for effective use of Technology Deployment royalty funds to achieve INL Technology Deployment objectives.
- Identifying and communicating risks of nonfederal technology transfer decisions to stakeholders/decision makers within the company;
- Understanding and complying with policies, procedures, and regulations related to Cooperative Research and Development Agreements (CRADA), Work for Others (WFO) and other technology transfer contractual mechanisms used at the INL.

Minimum Qualifications Requirements (Education and/or Experience)

Baccalaureate and ten (10) years' experience or advanced degree and eight (8) years' experience in a relevant technical, legal and/or business field.

Experience in commercialization of technology, including experience in contract negotiations, technology transfer and/or intellectual property protection and management highly desired. Skills/Abilities: The Commercialization Manager must possess the ability to understand and appreciate complex legal issues, understand technical issues, manage multiple tasks and projects under time constraints, and communicate and interface and interact effectively with relevant Laboratory personnel (technical and managerial) and multiple external customers. The Commercialization Manager must utilize both written & oral communication skills effectively and be capable of representing the INL professionally during external negotiations. The Commercialization Manager must possess a knowledge and ability to understand financial information and intellectual property valuation techniques, and be willing to assume responsibility for activities of considerable fiscal significance. The Commercialization Manager must be able to initiate tactical actions to accomplish strategic goals, work independently with limited oversight from the Technology Deployment Director, and have the ability to engage cross-organizational and cross-disciplinary teams to accomplish technology deployment project goals. The Commercialization Manager is required to have a good understanding of intellectual property and contract law. The Commercialization Manager must have experience and the ability to effectively use computers and programs such as MS Office suite, IP management software.

Special Requirements and/or Training:

Certified Licensing Professional status or willingness/ability to obtain certification preferred or equivalent training/certification demonstrating qualification to perform technology transfer activities.

https://inl.taleo.net/careersection/inl_external/jobdetail.ftl?job=12934&%3Ca%20href=%22%22%3E