

Job Title: Commercialization Catalyst

Job Purpose:

Provide programs/resources to assist clients in the commercialization of technology innovations. Serve as Subject Matter Leader in the key areas of business strategy, fundraising strategy, team development and/or other areas as needed.

Impact & Influence:

This position will interact on a regular basis with: GT faculty, staff, students, the broader Atlanta area, Georgia, and national community of business leaders, angel investors, attorneys, and venture capitalists. This position typically will advise and counsel: faculty, students and staff of all of the departments and schools of the university engaged in research with commercialization potential.

Key Responsibilities:

Duties may include but are not limited to:

- Assist in business model and plan development for assigned clients.
- Serve as Venture Catalyst and strategic consultant for clients.
- Cultivate and manage relationships between prospective business advisors, business partners, investors, management teams, etc. and assigned clients.
- Manage application process for the Georgia Research Alliance commercialization grant/loan program for assigned units.
- Develop and support the delivery of entrepreneurial programs/events.
- Advocate client for awards, conferences, and recognition.
- Perform administrative tasks.
- Perform other related duties as assigned.

Education, Specialized Knowledge, and Experience:

Degrees required for this job: Bachelor's degree in Mathematics, Business, Engineering, Sciences, Technology, or related field.

Degrees preferred: Master's degree in Mathematics, Business, Engineering, Sciences, Technology, or related field.

Years of experience reenquired for this job: Five to seven years job related experience.

Years preferred: Eight to ten years

Certifications or licenses required for this job:

Certifications or licenses preferred:

Specialized Skills:

Specialized skills required for this job:

Ability to understand and translate concepts across a very broad spectrum of scientific and engineering disciplines. Ability to represent the interests of Georgia Tech within the business community. Analytical skills with an ability to assess market attractiveness and business potential of technology start-ups; an aptitude and interest to learn new technologies quickly; demonstrated coaching ability either through a management role or previous advisory roles; strategic consulting; and community leadership.

Specialized Skills Preferred:

Other Variables: