

Job Title: Strategic Partners Officer

Job Purpose:

Identify, cultivate, and build strategic partnerships that align with the Institute's multidisciplinary priorities.

Impact & Influence:

This position will interact on a consistent basis with: faculty, staff, researchers and external stakeholders. This position typically will advise and counsel: faculty, staff, researchers and external stakeholders.

Key Responsibilities:

Duties may include but are not limited to:

- Build relationships with industry and corporate clients to engage stakeholders in areas that are aligned with Institute research and education initiatives.
- Leverage Institute resources and use knowledge of industry research environments to tailor partnership models that drive a culture of open innovation and enterprise transformation.
- Support the development of new and strategic Institute initiatives.
- Serve as a liaison to the GT Tech transfer and commercialization offices.
- Promote and facilitate interactions to increase investment/sponsorships.
- Perform other related duties as assigned.

Education, Specialized Knowledge, and Experience:

Degrees required for this job: Bachelor's Degree in Engineering, Science or related field.

Degrees preferred: Master's Degree in Engineering, Science or related field.

Years of experience required 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:

This job requires the ability to conduct primary and secondary research of emerging opportunities in high potential industries and sectors of existing industry; build consensus across academic and corporate partners; excellent verbal, written, and presentation skills to impact and influence senior executives; ability to develop and manage complex business relationships.

Specialized Skills Preferred:

Other Variables: