

POSITION DESCRIPTION

Technology Sector Manager, Cenergy™

CSU Ventures, Inc. (CSUV), a 501(c)(3) corporation and agent for Colorado State University (CSU), invites applications for the position of Technology Sector Manager (TSM) for Cenergy™, the business enterprise arm of CSU's Clean Energy Supercluster™. The TSM will be responsible for leading CSUV's efforts to commercialize technologies emerging from CSU's core research strengths in renewable and alternative fuels, energy sources, and related emerging technologies. Additionally, the TSM is expected to forge strong, long-term, collaborative research relationships with industry partners within this sector, and build the necessary infrastructure to permit expeditious commercialization of research innovations.

CSUV is a 501(c)(3) organization legally separate from CSU. CSUV provides proprietary research, business development, global partnership development, start-up support, education, infrastructural, and commercialization support to CSU. CSU is a land-grant, research university of approximately 25,000 students with approximately \$300 million in research expenditures during the past fiscal year.

The TSM will play a critical business development role as CSU implements its vision to become a premier 21st Century land-grant institution, recognized for the impact of its teaching, research, creative works, outreach, and economic development. In furtherance of this vision, the University and CSUV have embarked upon a bold new strategic plan to strengthen signature areas of research and intellectual excellence through the creation of core research and business development sectors. Each of these sectors will become catalysts for new and innovative research, technology development, industrial collaboration, technology licensing and new business start-ups.

The TSM position will have primary responsibility for developing and implementing plans to grow and strengthen public-private partnerships within clean energy, and will act as the principal point of interface between CSU's researchers, CSUV, the CSU Offices of Sponsored Programs, Vice President for Research, and Economic Development, and related regional/statewide agencies for matters related to this sector. Position responsibilities include: (1) understanding the core research and potential applications of its outcomes in clean energy, (2) understanding the related industry for this sector, including the market, its strategic direction, and the research objectives of the various commercial entities in this sector, (3) educating faculty and industry, and facilitating industrial/faculty interactions regarding market objectives and the research capabilities at CSU, (4) interacting with faculty and scientists on a daily basis to file appropriate invention disclosures and help to mature such technologies, (5) marketing and licensing of intellectual property within the sector, (6) encouraging, supporting, and providing resources to start-up companies based on CSU licensed technologies, and (7) cultivating and managing industry partner relationships. A significant portion of the position's responsibilities will involve managing a portfolio of intellectual property related to this sector.

The metrics to benchmark progress and success for this position include successful licensing relationships, formation of CSU startups, and an increase in industry sponsored research for this sector. The two long term goals for this position that should align all initiatives are successful licensing of intellectual property for the betterment of society and economic growth and stability for the state of Colorado related to clean energy. Key indicators include the number of invention disclosures within the sector, the number of patent applications paid for and reimbursed by industry partners, growth in industry funded sponsored research within the sector and customer satisfaction. In order to coordinate efforts to strengthen this sector with state and regional efforts, the position will be called upon from time to time to represent the university on local and regional boards, task forces and similar entities.

The position will report to the Chief Operating Officer (COO) of Cenergy™, but will function in concert with the Technology Transfer Office (TTO). Candidates should be self-motivated and have a demonstrated technical knowledge in this sector, as well as the ability to forge partnerships and demonstrate leadership, management, and communications in complex, fast-paced, multi-faceted situations. The ideal candidate will have a science undergraduate or graduate degree in a discipline related to the energy sector, 5-10 years of direct experience in technology transfer, research administration, business development, new product development, market analysis and sales. Evidence of experience at, and/or collaboration with, a top-tier research institution is highly desirable. An advanced degree in a related technical discipline and an MBA or similar degree is preferred.

Salary will be commensurate with experience and qualifications. Screening of applicants will begin immediately. CSUV is an equal opportunity employer. Women and minorities are encouraged to apply. To apply, please send cover letter, resume and a list of at least three references to:

Ms. Bernita Kelley
Business Manager
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TSMInfo@CSURF.Colostate.edu

No phone inquires, please. Applications are encouraged by May 30, 2008. Applications will continue to be considered until the position is filled.