



Children's Hospital Boston

Job Posting: Technology Marketing Specialist

Department: Intellectual Property Office

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Director of Technology and Business Development

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General Summary

Mission of the Intellectual Property Office (hereafter "Mission"): To provide services, expertise and resources to translate the basic science, laboratory and clinical research conducted at Children's Hospital Boston into products that can benefit patients.

Under general supervision serves as Hospital representative in marketing Hospital-generated and owned technology, intellectual property and sponsored research collaboration opportunities to for-profit corporations. Evaluates the commercial potential of technology, identifies potential commercial partners, generates marketing materials and presentations and markets technology licensing and sponsored research opportunities to pharmaceutical, biotechnology and medical device companies and investment groups for new ventures.

Principal Duties and Responsibilities:

(The statements below are intended to describe the essential duties of the person or persons assigned to this job; they are not intended to be an exhaustive list of all job duties and responsibilities.)

1. Serves as primary market research and marketing materials resource for the Intellectual Property Office.
2. Markets Hospital-based technology and intellectual property to pharmaceutical, biotechnology, and medical device companies with the goal of enabling the public to benefit from the translation of hospital inventions into useful products and increasing the Hospital's licensing revenue.
3. Markets application-oriented research programs as opportunities for research support to the medical and biotechnology industry.
4. Participates in the design and implementation of an internal outreach program for increasing the awareness and participation of Hospital faculty and research staff in the process of translating laboratory and clinical research into products.
5. Maintains effective working relationships with the Harvard Medical School, affiliated hospitals, and universities to represent the Hospital's interests in inter-institutional collaborations and inventions and to promote awareness of the Hospital and the Mission of the Intellectual Property Office.
6. Participates in developing procedures, databases, and materials to enhance and facilitate the Mission including maintaining company, venture capital and legal contacts.

Minimum Knowledge and Skills Required:

1. Work requires the knowledge of theories, principles, and concepts typically acquired through completion of a Bachelor's degree in Business Administration, Marketing or a related field and two to three years experience. Advanced degree in Life Sciences or Masters in Business Administration preferred.
2. Work requires the analytical skills to resolve highly complex problems requiring the application of scientific or technical principles, theories and concepts and in-depth, experienced-based cross-functional knowledge.
3. Work requires strong creative and communication skills in order to prepare and present scientific research and licensing opportunities in interesting and informative ways.

*Please apply to this position via www.childrenshospital.jobs to Req# 16804BR