

**Startup Client Manager**  
University at Buffalo, The State University of New York

Direct Link: <https://www.AcademicKeys.com/r?job=149693>

Downloaded On: Feb. 27, 2021 10:46am

Posted Nov. 16, 2020, set to expire Mar. 18, 2021

<b>Job Title</b>	Startup Client Manager
<b>Department</b>	Business and Entrepreneur Partnerships
<b>Institution</b>	University at Buffalo, The State University of New York Buffalo, New York
<b>Date Posted</b>	Nov. 16, 2020
<b>Application Deadline</b>	Open until filled
<b>Position Start Date</b>	Available immediately
<b>Job Categories</b>	Professional Staff
<b>Academic Field(s)</b>	Fiscal Services
<b>Apply Online Here</b>	<a href="http://www.ubjobs.buffalo.edu/postings/26921">http://www.ubjobs.buffalo.edu/postings/26921</a>
<b>Apply By Email</b>	
<b>Job Description</b>	

**Position Summary**

The Startup Client Manager is a primary relationship owner for startups at various stages of development in the UB Startup Ventures portfolio. Under the direction of the Director, Startup Ventures:

The Startup Client Manager (SCM) will work with startup founders and senior managers of portfolio companies to help define and execute strategies related to talent development / acquisition, customer development, business model development, go-to-market plans, funding, financial modeling and due-diligence preparedness.

The SCM will leverage Innovation Hub (IHUB) resources and networks for the benefit of portfolio companies (e.g. events, competitions, investor or corporate visits), and will work to develop IHUB companies that are eligible for seed funding, but not yet ready.

The SCM will identify and communicate key gaps and help develop strategies to close those gaps for startup clients and for the Startup Ventures team.

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### About BEP

In 2017, UB was awarded a \$32 million NYS grant dedicated to accelerating the growth of startups from innovations at UB and its partners across technology sectors in WNY through the Innovation Hub initiative.

IHub is run by UB's Business and Entrepreneur Partnership (BEP) office, a division of the Office of Research and Economic Development. The BEP team is working to create a seamless and nurturing entrepreneurial ecosystem in WNY through technology licensing, incubation facilities and programs, educational workshops, mentoring, seed grant funding and investment pitch opportunities.

BEP consists of multiple units across all three UB campuses to support innovation and commercialization. The Startup Ventures team is responsible for development, support and growth of startups affiliated with UB and IHUB partners.

### About UB

The University at Buffalo is SUNY's most comprehensive public research university, and an outstanding place to work. UB amplifies ambition for faculty and staff by offering endless possibilities to achieve more. Here, people from all backgrounds and cultures challenge and inspire each other to discover, learn and succeed. Dedicated staff and engaged faculty collaborate to further knowledge and understanding, and develop tenacious graduates who are valued for their talents and their impact on global society. Visit our website to learn more about the University at Buffalo.

### Outstanding Benefits

Working at UB comes with benefits that exceed salary alone. There are personal rewards including comprehensive health and retirement plan options. We also focus on creating and sustaining a healthy mix of work, personal and academic pursuit – all in an effort to support your work-life effectiveness. Visit our benefits website to learn about our benefit packages.

As an Equal Opportunity / Affirmative Action employer, the Research Foundation will not discriminate in its employment practices due to an applicant's race, color, religion, sex, sexual orientation, gender identity, national origin and veteran or disability status.

### Minimum Qualifications

Bachelor's Degree in a related field

A minimum of three (3) years' experience in Entrepreneurship and product development in Life Sciences, Software, Engineering or other technical field.

Strong interpersonal, leadership, teamwork and communications skills

Demonstrated ability to simultaneously handle time-sensitive issues for a diverse set of portfolio

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companies

Ability to drive results (both individually and collaboratively)

Demonstrated resourcefulness

Ability to think strategically and execute tactically

Comfort communicating with substance in a transparent, direct manner

Able to balance advocacy for companies with representing UB's broader interests

Highest level of integrity; the ability to maintain confidential information and to always act in the best interest of UB's portfolio companies is a must

**Contact Information**

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

**Contact**

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