

Business Development Manager, Physical Sciences
University at Buffalo, The State University of New York

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Posted Jun. 27, 2024, set to expire Oct. 27, 2024

Job Title	Business Development Manager, Physical Sciences
Department	Business and Entrepreneur Partnerships
Institution	University at Buffalo, The State University of New York Buffalo, New York
Date Posted	Jun. 27, 2024
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Professional Staff
Academic Field(s)	Institutional Advancement Grant Writer/Technical Writer
Job Website	https://www.ubjobs.buffalo.edu/postings/51027
Apply By Email	

Job Description

[UB Business and Entrepreneur Partnerships \(BEP\)](#) is seeking a **Business Development Manager, Physical Sciences** to help change the world by fostering innovative research and economic growth in the Western New York community. You will work with diverse faculty, companies and community partners to foster research and development collaborations that solve real-world problems and promote workforce development. In this role you will be part of the BEP team and principally support the Center for Material Informatics (CMI). The Business Development Manager, Physical Sciences is responsible for developing and implementing a strategic and long-term plan for engaging corporate partnerships. You will be responsible for market analysis, plan development, prospect identification, project development, partner engagement, managing related contracts, and ongoing relationship management.

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Key Responsibilities Include:

- **Connecting Industry to University** Develop and implement a strategic and long-term plan for engaging corporate partnerships, including CMI funded and co-funded research and development projects, proposals with industry partners to New York State grant programs (e.g. FuzeHub, NYSERDA, etc.), and workforce development projects.
- **Prospecting** Conduct market opportunity analysis and develop strategic plan regarding industry collaboration that leverages university assets and achieves university corporate engagement and BEP mission. Attend conferences, workshops and company meetings to develop prospects. Work with companies and faculty to develop R&D project plans and proposals.
- **Onboarding and Relationship Management** Coordinate with internal units, such as BEP Finance, Technology Transfer and Sponsored Projects Services to develop and formalize industry partnerships through contracts.
- **Outreach and Education** Collaborate with internal and external parties on development and implementation of programming, marketing communications, and public relations activities related to business development, such as hosting and attending conferences and seminars and production of multi-media marketing communications.

You will be successful in this role if you are driven by bringing beneficial new products and services to the market and making an impact in the community, finding creative solutions to get results, enjoy engaging with diverse perspectives, and collaborating with and influencing others.

Outstanding Benefits Package

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. We support your growth and development through our career coaching and training department and we qualify as a public service loan forgiveness organization. Learn more about our [benefit packages](#).

About The University at Buffalo

The University at Buffalo (UB) #ubuffalo is one of America's leading public research universities and a flagship of the State University of New York system, recognized for our excellence and our impact. UB is a premier, research-intensive public university dedicated to academic excellence. Our research, creative activity and people positively impact the world. Like the city we call home, UB is distinguished by a culture of resilient optimism, resourceful thinking and pragmatic dreaming that enables us to reach others every day. Visit our website to learn more about the [University at Buffalo](#).

As an Equal Opportunity / Affirmative Action employer, the Research Foundation will not discriminate



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in its employment practices due to an applicant's race, color, religion, sex, sexual orientation, gender identity, national origin and veteran or disability status.

Contact Information

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

Contact

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