

Director of Business Development & Partnerships
(4872U), Bakar BioEnginuity Hub - 71510
University of California, Berkeley

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Posted Aug. 7, 2024, set to expire Dec. 4, 2024

Job Title	Director of Business Development & Partnerships (4872U), Bakar BioEnginuity Hub - 71510
Department	Bakar BioEnginuity Hub
Institution	University of California, Berkeley Berkeley, California
Date Posted	Aug. 7, 2024
Application Deadline	Open until filled
Position Start Date	Available immediately
Job Categories	Director/Manager
Academic Field(s)	Institutional Advancement
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Job Description

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About Berkeley

At the University of California, Berkeley, we are committed to creating a community that fosters equity of experience and opportunity, and ensures that students, faculty, and staff of all backgrounds feel safe, welcome and included. Our culture of openness, freedom and belonging make it a special place for students, faculty and staff.

The University of California, Berkeley, is one of the world's leading institutions of higher education, distinguished by its combination of internationally recognized academic and research excellence; the

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transformative opportunity it provides to a large and diverse student body; its public mission and commitment to equity and social justice; and its roots in the California experience, animated by such values as innovation, questioning the status quo, and respect for the environment and nature. Since its founding in 1868, Berkeley has fueled a perpetual renaissance, generating unparalleled intellectual, economic and social value in California, the United States and the world.

We are looking for equity-minded applicants who represent the full diversity of California and who demonstrate a sensitivity to and understanding of the diverse academic, socioeconomic, cultural, disability, gender identity, sexual orientation, and ethnic backgrounds present in our community. When you join the team at Berkeley, you can expect to be part of an inclusive, innovative and equity-focused community that approaches higher education as a matter of social justice that requires broad collaboration among faculty, staff, students and community partners. In deciding whether to apply for a position at Berkeley, you are strongly encouraged to consider whether your values align with our [Guiding Values and Principles](#), our [Principles of Community](#), and our [Strategic Plan](#).

At UC Berkeley, we believe that learning is a fundamental part of working, and our goal is for everyone on the Berkeley campus to feel supported and equipped to realize their full potential. We actively support this by providing all of our staff employees with at least 80 hours (10 days) of paid time per year to engage in professional development activities. To find out more about how you can grow your career at UC Berkeley, visit grow.berkeley.edu.

Departmental Overview

Innovative solutions for generating abundant and clean energy supplies and addressing climate change are global priorities. Translating research discoveries and inventions in this area into tangible positive impact is challenging and will be critical for fulfilling UC Berkeley's mission as a leading research university.

Building on the success of the Bakar BioEnginuity Hub, the largest university- owned and operated incubator for life sciences start-up companies, UC Berkeley will be opening a new building, the Bakar ClimatEnginuity Hub, that will serve as a nexus for excellence in climate and energy entrepreneurship in the coming years. This world-class facility will bring together innovators and entrepreneurs who can create solutions to address climate change and provide innovative approaches to generating an abundant and clean supply of energy. The new space and its programs will be located in a vibrant new area of the campus located in close vicinity to downtown Berkeley.

Position Summary

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The Director of Business Development and Partnerships of the Bakar ClimatEnginuity Hub (BCH) will be responsible for developing highly innovative new programs and partnerships with local, national and international public and private entities to create and support a vibrant ecosystem that accelerates startup companies focused on the translation of scientific discoveries into solutions in the energy and climate tech marketplace. We seek a leader with a high degree of familiarity and experience in the energy and clean tech industry and strong networks in the investment and business community. The Director will focus on strategic business development leveraging their past experience in academia, industry, and/or the VC community. The Director will serve as a liaison with external corporate entities, investors, foundations, governments, and startup companies as well as internally with students, faculty, researchers, and other campus stakeholders.

Application Review Date

The First Review Date for this job is: 08/19/2024.

Responsibilities

- Applies high-level expertise in strategic business development to identify partnership, affiliation and other opportunities that support UC Berkeley's strategic priorities in the energy and climate arena.
- More specifically, builds and leverages a strong network to develop partnership and business development strategies and designs new innovative programming for industry, investor, and community outreach; programming for entrepreneurs; student research experiences (student programming and internships); and events that promote ecosystem, and the development of the incubator and the energy and climate tech field in general.
- Participates in identifying new potential opportunities for industry partnerships and revenue modes; spearheads the I strategic business plan development for the (BCH).
- The business plan will start with the BCH Pilot Program, beginning in 2024, continuing through 2028 when the building is slated to open.
- Works with senior BCH leadership to develop a robust business plan for the opening of BCH and into its first few years.
- Applies expert knowledge of business development practices to recommend and promote new partnerships and affiliations, both with external partnerships through gifts and grant proposals and internally through building collaborations with UC Berkeley, Lawrence Berkeley National Labs and Lawrence Livermore National Lab researchers and scientists; partnerships will come from a mix of local, national and international public and private entities.
- Serves as an expert technical resource. Keeps abreast of startup and entrepreneurial industry innovations, legislative and regulatory developments, and trends. Is recognized within UC

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Berkeley as a technical resource and is invited to industry events and other gatherings to represent on BCH and present on industry trends and developments, locally, nationally and internationally.

Required Qualifications

- Expert knowledge of the principles, concepts, and strategies involved in successful strategic growth and business development.
- Expert critical-thinking and analytical skills to assess complex issues, sensitive situations, and develop solutions.
- Highly developed knowledge in planning, business development and joint venture design.
- Expert interpersonal skills to interact and negotiate professionally with highly influential entities.
- Adept at establishing and cultivating business relationships
- Highly advanced written and verbal communication skills.
- Ability to communicate with impact.
- Expert ability to develop comprehensive reports and presentations.
- Advanced proficiency in standardized business software and database applications (Microsoft Office, Google Workspace).
- Highly developed leadership skills to guide, influence, and motivate others.
- Expert ability to achieve measurable results in a diverse stakeholder landscape balancing competing and conflicting interests.
- Knowledge and ability to serve as an expert and educational resource on healthcare strategy issues.
- Expert ability to deliver informative, persuasive presentations.
- Bachelor's degree in related area and/or equivalent experience/training.

Preferred Qualifications

- Advanced degree in energy/climate tech field or related field and/or equivalent experience/training.

Salary & Benefits

This is a 100% full-time (40 hrs a week) exempt career position, which is paid monthly and eligible for UC Benefits.



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For information on the comprehensive benefits package offered by the University, please visit the University of California's [Compensation & Benefits](#) website.

Under California law, the University of California, Berkeley is required to provide a reasonable estimate of the compensation range for this role and should not offer a salary outside of the range posted in this job announcement. This range takes into account the wide range of factors that are considered in making compensation decisions including but not limited to experience, skills, knowledge, abilities, education, licensure and certifications, analysis of internal equity, and other business and organizational needs. It is not typical for an individual to be offered a salary at or near the top of the range for a position. Salary offers are determined based on final candidate qualifications and experience.

The budgeted salary or hourly range that the University reasonably expects to pay for this position is \$134,200.00 to \$263,400.00.

How to Apply

- To apply, please submit your resume and cover letter.

Other Information

- This is not a visa opportunity.

Conviction History Background

This is a designated position requiring fingerprinting and a background check due to the nature of the job responsibilities. Berkeley does hire people with conviction histories and reviews information received in the context of the job responsibilities. The University reserves the right to make employment contingent upon successful completion of the background check.

Equal Employment Opportunity

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation, gender identity, national origin, disability, or protected veteran status. For more information about your rights as an applicant, please see the



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[https://apptrkr.com/get_redirect.php?id=5499796&targetURL=U.S. Equal Employment Opportunity Commission](https://apptrkr.com/get_redirect.php?id=5499796&targetURL=U.S.EqualEmploymentOpportunityCommission) poster.

The [University of California's Affirmative action policy](#).

The [University of California's Anti-Discrimination policy](#).

Referral Source Info

This job is part of the Employee Referral Program. If a UC Berkeley employee is referring you, please ensure you select the **Referral Source** of "*UCB Employee*". Then enter the employee's **Name** and **Berkeley email** address in the **Specific Referral Source** field. Please enter only one name and email.

To apply, visit

https://careerspub.universityofcalifornia.edu/psc/ucb/EMPLOYEE/HRMS/c/HRS_HRAM_FL.HRS.CG_S

Contact Information

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

Contact

N/A

University of California, Berkeley

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