

Director, Practice Point & BETC  
Worcester Polytechnic Institute

Direct Link: <https://www.AcademicKeys.com/r?job=243474>

Downloaded On: Aug. 31, 2024 10:15pm

Posted Aug. 21, 2024, set to expire Dec. 19, 2024

<b>Job Title</b>	Director, Practice Point & BETC
<b>Department</b>	
<b>Institution</b>	Worcester Polytechnic Institute Worcester, Massachusetts
<b>Date Posted</b>	Aug. 21, 2024
<b>Application Deadline</b>	Open until filled
<b>Position Start Date</b>	Available immediately
<b>Job Categories</b>	Director/Manager
<b>Academic Field(s)</b>	Research/Technical/Laboratory
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**Job Description**

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**JOB TITLE**

Director, Practice Point & BETC

**LOCATION**

Worcester

**DEPARTMENT NAME**

Research Division

**DIVISION NAME**

Worcester Polytechnic Institute - WPI

**JOB DESCRIPTION SUMMARY**

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The Director of Practice Point and BETC, reporting to the Vice Provost for Research, provides oversight and direction to the Practice Point and BETC facilities and their staff. This position provides leadership and guidance on the enhancement of strategic, administrative, operational, and marketing activities of these facilities. In addition, the position serves as a resource to external corporate and academic customers of both facilities.

WPI is passionate about creating an inclusive workplace that promotes and values diversity. We are looking for candidates who can support our commitment to equity, diversity, and inclusion.

### **JOB DESCRIPTION**

#### **Responsibilities**

- Designs, establishes, and maintains an organizational structure and staffing to effectively accomplish the organizations' goals and objectives; oversees recruitment, training, supervision, and evaluation of staff
- Oversees and directs the day-to-day provision of operational and user support of the facilities, ensuring optimal customer satisfaction, adherence to relevant funding agency provisions, and compliance with all relevant regulations, guidelines, policies, and standards
- Establishes and operationalizes the appropriate infrastructure to advance the institution's research and education mission and to facilitate productive and sustainable research and education activities as well as external engagement, including workforce development
- Develops (or updates) a business plan for the financial aspects, needed usage, and required staffing. Responsible for outreach to the community to develop revenue generation opportunities
- Develops comprehensive systems for capturing appropriate tracking data related to the usage and users of the facilities
- Develops a marketing plan, including investigation of the range of potential internal and external clients and the match between their needs and the facilities' capabilities. Manages facilities' communications, including website, social media, client feedback and print media. Conducts tours, demonstrations, and instructional workshops
- Works closely with external stakeholders, including corporate partners and Commonwealth and quasi-public agencies, such as MLSC and MassTech, on programming and utilization of the facilities
- Oversees installation of new equipment and maintenance/vendor relations for equipment service, negotiate service contracts, and troubleshoot/repair equipment not under service contract.
- Leads and/or assists in preparation and writing of grant and budget proposals. Prepares written and oral reports to other units, and support agencies.
- Acts as the primary interface with departments on campus for efficient utilization of the BETC and

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PracticePoint.

- Manages advisory boards for both facilities.
- Presents services/offerings and research findings at seminars and conferences

**Requirements:**

- Knowledge and experience as typically acquired through completion of a doctoral degree from an accredited institution
- 5+ years of progressively responsible related research facility management experience
- Experience in business strategy and operations and in developing business models/marketing services to both internal and external customers
- Demonstrated track record of developing and maintaining collaborative working relationships among stakeholders in university, industry, government and/or the non-profit sector
- Excellent technical and interpersonal communication skills and comfortable with public speaking
- Outstanding leadership skills and the ability to build well-functioning teams
- Strong documentation skills to assist in writing proposals, comprehensive reports for clients and collaboration for scientific projects

Please include a cover letter with resume for consideration.

**FLSA STATUS**

United States of America (Exempt)

**WPI is an Equal Opportunity Employer that actively seeks to increase the diversity of its workplace. All qualified candidates will receive consideration for employment without regard to race, color, age, religion, sex, sexual orientation, gender identity, national origin, veteran status, or disability. It seeks individuals with diverse backgrounds and experiences who will contribute to a culture of creativity, collaboration, inclusion, problem solving, innovation, high performance, and change making. It is committed to maintaining a campus environment free of harassment and discrimination.**

To apply, visit: [https://wpi.wd5.myworkdayjobs.com/en-US/WPI\\_External\\_Career\\_Site/job/Worcester/Director--Practice-Point---BETC\\_R0002925](https://wpi.wd5.myworkdayjobs.com/en-US/WPI_External_Career_Site/job/Worcester/Director--Practice-Point---BETC_R0002925)

**About WPI**

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WPI is a vibrant, active, and diverse community of extraordinary students, world-renowned faculty, and state of the art research facilities. At WPI, we have competitive and comprehensive benefits, including health insurance, long-term care, retirement, tuition assistance, flexible spending accounts, work-life balance and much more.

### **Diversity & Inclusion at WPI**

WPI is committed to creating an inclusive workplace where everyone feels valued and respected; a place where every student, faculty and staff member can be themselves, so that they can study, live, and work comfortably, to reach their full potential, and make meaningful contributions in order to meet departmental and institutional goals. WPI thrives on innovative practice and welcomes diverse perspectives, insight, and people from diverse lived experiences, to enhance the community environment and propel the institution to the next level in a competitive, global marketplace.

### **Contact Information**

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

### **Contact**

N/A

Worcester Polytechnic Institute

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