

Senior Licensing Manager - Physical Sciences  
University at Buffalo, The State University of New York

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Posted Jan. 17, 2025, set to expire Aug. 4, 2025

<b>Job Title</b>	Senior Licensing Manager - Physical Sciences
<b>Department</b>	Technology Transfer
<b>Institution</b>	University at Buffalo, The State University of New York Buffalo, New York
<b>Date Posted</b>	Jan. 17, 2025
<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>	Research/Technical/Laboratory Institutional Advancement
<b>Job Website</b>	<a href="https://www.ubjobs.buffalo.edu/postings/55273">https://www.ubjobs.buffalo.edu/postings/55273</a>
<b>Apply By Email</b>	

**Job Description**

**UB Business and Entrepreneur Partnerships** (BEP) is seeking a Senior Licensing Manager - Physical Sciences to help change the world by bringing innovative new technologies to market, and to foster economic growth in the Western New York Community. You will work with diverse faculty who are conducting leading edge research to identify innovations that solve real-world problems. In this role, you will be part of the Technology Transfer team and will work with Startup Ventures and other BEP staff to develop license and startup opportunities to execute commercialization plans for your portfolio technologies.

You will utilize primary and secondary research tools to prepare intellectual property and marketing opportunity assessments; make recommendations for patent filings and support patent prosecution; develop funded proof-of-concept projects to resolve business and technical risks; market technologies;

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negotiate license term sheets; and guide and mentor the Physical Sciences Commercialization Team, which is comprised of a Licensing Manager and a Technology Assessment Specialist. All while working with an experienced team of Technology Transfer professionals.

Key responsibilities of the position include:

- **Identify Promising UB Innovations.** Meet with faculty in assigned departments to increase awareness of the Technology Transfer office and participation in the process; identify new technologies with commercial potential and facilitate disclosures; complete intellectual property and market opportunity assessments; and, when supported, make recommendations to protect the intellectual property and pursue commercialization opportunities.
- **Technology Marketing.** Market technology licensing opportunities to prospective licensees directly and through web and third-party channels. This activity will have you communicating with diverse corporate business and product development specialists from all over the world. While the primary goal is to find a promising licensing opportunity, you will also secure valuable feedback on the commercial potential of new technologies to further inform development plans and investment decisions.
- **Technology Licensing.** Identify viable licensees by assessing their commercialization plans, available resources, competencies, and commitment to the technology, and negotiate licenses that maximize the commercial and public benefit of the technology.
- **Managing Physical Science Commercialization Team.** Guide and mentor reports to successfully complete the responsibilities above.

If you think like an entrepreneur and a product developer, are a collaborator and problem solver, and are mission driven and results oriented, this position may be for you. We welcome candidates whose experience has prepared them to contribute to our commitment to diversity and excellence. Women, minorities, individuals with disabilities and veterans are encouraged to apply.

### 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

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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 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**