

Director - Licensing

Primary Responsibilities:

- Reporting to Sr. Vice President - Licensing
- Act as primary negotiator for high-impact IP licensing program
- Establish and maintain effective communications with prospective licensees
- Prioritize and manage licensing efforts to extract maximum value and reduce negotiation timeframe/cycle
- Work with licensing team, inventors and technical experts to develop compelling licensing case, value proposition, offer, revenue forecasting and clarity around cash value/deal value
- Negotiate and close licensing deals with major technology companies in support of corporate strategy and objectives

Qualifications:

- Minimum 5 years in technology transfer or IP licensing with Business Development experience
- Ideal candidate will have achieved mid-level positions in a major corporation
- Strong business, technical and financial analysis skills required
- Ability to work independently and lead negotiations on a variety of deals with minimal supervision
- Ability to travel 20% of time
- Bachelor's Degree required; A strong academic background is desired, with educational credentials including an JD, MBA, BSEE or BS Computer Science
- Superior communication abilities (both verbal and written), Superior leadership/motivational skills, well-organized, detail oriented with a strong work ethic, willingness and ability to travel, and a team player
- A strong, confident leader who is able to quickly establish his/her professional and personal credibility as demonstrated through their functional business and IP expertise, business acumen, and personal ethics. He/she must be articulate and persuasive.
- Recognized accomplishments in "management" and professional disciplines – planning, resource and project management and budgeting
- Demonstrated expertise in successfully managing and contributing to a global Licensing and Technology-based organization
- Success in licensing intellectual property based solutions, and global patent licensing programs and projects – developing plans, milestones, strategic IP formulation, and IP portfolio evaluations - on a timely and cost-effective basis.