

# M&P OCCUPATIONAL GUIDELINE

## JOB FAMILY: INDUSTRY LIAISON Level C, Pay Grade 9

<b>LEVEL DEFINITION</b>	This level covers positions responsible for the evaluation, development, commercialization of technologies, and contract negotiations with industry.
<b>TYPICAL RESPONSIBILITIES</b>	<p>Sponsored Research (SR) positions: negotiating research agreements with government or industry partners; liaison between offices in the establishment of accounts and the matching industry / government funds and project links; and overseeing the administration of all sponsored research.</p> <p>Technology Transfer (TT) positions: evaluating technologies to assess their commercial potential; preparing the protection of University intellectual property; marketing technologies and participating in licensing technologies to business; collaborating with researchers in the preparation of grants related to the potential commercialization of a technology.</p>
<b>DECISION MAKING /LEVEL OF ACCOUNTABILITY</b>	<p>(SR) Negotiates research collaboration agreements with industry and government.</p> <p>(TT) Makes decisions regarding the evaluation of technologies for commercialization and the protection of the University's intellectual property.</p>
<b>SUPERVISION RECEIVED</b>	Works with wide latitude. Work is reviewed in terms of achievement of broad goals and objectives.
<b>SUPERVISION EXERCISED</b>	Manages professional or support staff and has functional management over other groups.
<b>MINIMUM QUALIFICATIONS</b>	Undergraduate degree in a relevant discipline. Minimum of six years of related experience in research and technology transfer, or the equivalent combination of education and experience.