The University of Arizona seeks to recruit and hire a dynamic, forward-looking senior business development executive to aggressively drive growth of the University’s non-federal research portfolio. This position will create an effective, collaborative, integrated externally-focused organization that will connect at the university level strategic industry and other non-federal research partnerships, contracting and other pertinent research administration services, campus-wide research initiatives, and business development activities in exciting new directions. Under the guidance of the Senior Vice President for Research, the AVP will provide executive leadership and support to the Office for Research & Discovery and campus leadership to guide the development of new strategic processes to creatively build new, and expand existing, strategic external partnerships to advance the research enterprise at the University.

The University of Arizona

The University of Arizona (UA) provides a comprehensive, high-quality education that engages faculty, students and staff in discovery through research and broad-based scholarship. The University aims to empower graduates to be leaders in solving complex societal problems. Whether in teaching, research, outreach or student engagement, access and quality are the defining attributes of the University of Arizona’s mission.

As Arizona’s “super” land grant university, with a commitment and distinguished record of external engagement and two medical schools, the University honors a three-fold commitment to education, research and community service. UA faculty, alumni and students share their knowledge, their time and their resources throughout the state and around the world.

The UA today has almost 41,000 students, and over 15,000 employees. The main campus has grown from its original 40 acres to more than 350 acres, and boasts the oldest continually maintained green space in Arizona.

The University of Arizona offers a broad range of educational programs and support services that attract an excellent and diverse student body. The University is one of 60 members of the prestigious Association of American Universities, and conducts significant scholarly and creative research. The UA College of Medicine is the state’s only public medical school, and is one of many programs that have earned the UA designation as a “research university, very high activity” by the Carnegie Classification of Institutions of Higher Education. In addition, the National Science Foundation ranks the UA as one of the nation’s top 20 public universities in research expenditures.

The University is comprised of 13 colleges, one branch campus in Sierra Vista, and the expansion over the last few years of its colleges of Medicine, Pharmacy and Public Health to downtown Phoenix. The UA also has two supporting colleges—Honors and Outreach—and 76 research centers. More than 345 undergraduate, graduate and professional degree programs
are offered on a semester schedule. Educational programs designed to meet the demand for virtual, hybrid, and distance offerings, are added, coordinated, and managed through the Outreach College.

Colleges within the U of A include:

- College of Agriculture and Life Sciences
- College of Architecture, Planning & Landscape Architecture
- College of Education
- College of Engineering
- College of Fine Arts
- Honors College
- College of Humanities
- James E. Rogers College of Law
- College of Letters, Arts and Sciences
- Eller College of Management
- College of Medicine – Tucson
- College of Medicine – Phoenix
- College of Optical Sciences
- College of Nursing
- College of Pharmacy
- Mel and Enid Zuckerman College of Public Health
- College of Science
- College of Social & Behavioral Sciences
- Outreach College
- UA South

Research

As one of the nation’s top research facilities, the University of Arizona is leading the way with its dynamic and diverse innovation. In areas such as planetary science to medicine to the arts, UA research is changing the world (http://research.arizona.edu). With a talented community of faculty and students and a breadth of programs - from astronomy to communication to entrepreneurship – the University is recognized nationally and globally. The faculty at the University of Arizona includes Nobel and Pulitzer Prize winners, members of esteemed national academies and world-renowned experts in dozens of disciplines.

We are the leaders in observational, theoretical, and space astronomy programs (ranked No. 1 in the country, according to National Science Foundation) and our Management Information Services program has been ranked in the Top 5 for the past 26 years. Home to the world renowned Steward Observatory Mirror Laboratory, Lunar and Planetary Laboratory, Tree Ring Laboratory, iPLANT, to name just a few, UA has many assets that are aligned with the needs of industry and other external partners, and has a platform of initial success.

With more than $625M in FY13 research expenditures and a strategic plan, Never Settle, to double that in the next 10 years, the University of Arizona is among the top public universities in the world and offers a rich and rewarding experience to all who choose to focus on excellence. The UA is aggressively pursuing new partnerships globally with industry, small business, NGOs, and other external stakeholders, and this position is key to developing the institutional strategies and on the ground tactics to realize the vision articulated in Never Settle (http://neversettle.arizona.edu).
Existing University of Arizona Ecosystem for Innovation

UA’s innovation ecosystem is a virtual organization of policies, procedures, incentives, individuals and groups that have common interests across the continuum of innovation, from origination in basic science research to direct economic development efforts of the UA Tech Parks. Tech Launch Arizona (TLA) (http://techlaunch.arizona.edu) is responsible for technology transfer and commercialization activities for the campus. TLA services include: student oriented programs such as TLA Ambassadors and Commercialization Fellows; inventor-oriented efforts, such as the Expanded Proof of Concept program and awards for excellence; spin-out development strategy including technology licensing managers, business analysis, a robust network of dedicated Entrepreneurs in Residence, and a new venture financing vehicle, Cat Corp; and economic development activities via the highly successful UA Tech Park, as well as traditional outreach seminars and events for varied audiences.

Furthermore, many of the UA colleges have 1) advisory boards composed of leaders dedicated to the University who are advocates for the development of strategic alliances and 2) dedicated staff who are responsible for college-level business development activities that provide a source of expansion to address university-level goals. Finally, the UA alumni network is vibrant, and the UA Foundation is an effective partner in connecting prominent leaders to the UA mission.

Tucson

Tucson is home to the University of Arizona, and set in a Sonoran Desert valley surrounded by five mountain ranges. According to Conde Nast Traveler magazine, Tucson is the "Friendliest City in the Nation". A trip from the 2,389-foot valley floor to the 9,157-foot Mt. Lemmon summit along the Catalina Highway-Sky Island National Scenic Byway traverses seven of the world's nine life zones -- like driving from Mexico to Canada. Tucson is bordered on all sides by natural areas, including Coronado National Forest, Catalina State Park, Ironwood Forest National Monument, and Saguaro National Park (land of the rare, giant saguaro cactus).

The 2010 United States Census puts the city's population at 520,116, while the 2011 estimated population of the entire Tucson metropolitan area was 989,569.

The city is located in the Southwest United States, in Southern Arizona 108 miles (172 km) southeast of Phoenix and 60 miles (98 km) north of the U.S.-Mexico border. Tucson is one of the oldest continually inhabited areas in North America. Therefore, the global perspective of the university is deeply rooted in the history of both the university and the region more generally.

Tucson offers one-of-a-kind experiences for visitors interested in outdoor adventure and nature, heritage and culture, arts and attractions, golf, and original Southwest-inspired dining. With lodging at hotels, resorts, spas, guest ranches, and bed and breakfasts available for all ages and preferences.

Boasting an average 350 sunny days a year and warm dry air, Tucson's climate is ideal for year-round outdoor recreation. Winter temperatures average highs of 64-75 °F. Summer days can get quite warm and are great for exploring Tucson’s excellent spas, shopping, museums, and art galleries. Summer's cooler early mornings and late evenings invite outdoor dining and activities.
Position Summary

This individual will report to the Senior Vice President for Research and will be responsible to cultivate, develop, deepen, and maintain new and existing strategic relationships with external private and public partners to increase sponsored research contracts and expenditures. This individual will have a deep understanding of the global impact of scientific research and be an accomplished and successful executive leader.

Duties and Responsibilities

- Serve as an active and collaborative member of the Office for Research & Discovery Leadership Team with the Associate/Assistant VPs.
- Identify, cultivate, and realize new research partnerships with external stakeholders (such as industry, small business, NGOs, etc.) based on alignment among and between faculty research interests and institutional infrastructure, and those of the external partner.
- Identify, deepen and broaden existing relationships for research with external stakeholders based on alignment between faculty research interests and institutional infrastructure, and those of the external partner. Collaborate and coordinate with college leadership in these efforts to expand engagement with external partners.
- Increase sponsored research expenditures with external industry and other external partners through innovative methods and by bringing together individual and teams of faculty for productive engagement.
- Keep abreast of industry trends and business environment of strategic partners, anticipate challenges and coordinate efforts to address them.
- Serve as lead and work with Senior Director of Research Partnership Services to provide an integrated system of engagement with external partners to enable a smooth, efficient process from start to finish within Office for Research & Discovery, including initial contact, working with faculty in the development of activity scope and work plan, and liaison with relevant research administrators and other programs/units as relevant.
- Collaborate with interdisciplinary University Research Institutes and Centers and respective leadership to strengthen their capacity and coordinate efforts with individual unit goals.
- Conduct, lead and collaborate on special projects aligned with partnership objectives (e.g., joint facility development, coordinated advocacy, etc.).
- Lead, manage, and collaborate on events aligned with partnership objectives designed to increase visibility of UA programs with external partners (e.g., workshops or conferences).
- Liaise with Director of Communications to ensure that research partnerships are featured in materials, strategies and efforts.
- Liaise with professionals in Research Development Services to develop proposals and pursue partner engagement.
- Coordinate with relevant colleagues in offices across UA (e.g., TLA, AHSC, colleges, etc.) to enable smooth relationships and processes related to the procurement and execution of the partnering research relationship.
- As needed, serve as a subject matter advisor to other members of the Office for Research & Discovery.
**Required Qualifications:**
- Highly-motivated professional with demonstrated executive level leadership and management capabilities.
- Experience in an executive role designing and implementing organizational strategies and providing leadership for complex issues, in alignment with institutional goals.
- Demonstrated knowledge, understanding, and experience in external industry or other partners related to UA research strengths, including business development, corporate partnering, new venture formation or similar roles in university technology transfer or private sector investment and/or business development or equivalent.
- Demonstrated success in identifying, cultivating and forming relationships to broaden or deepen partner commitments and achieve outcome metrics. Experience in developing public-private partnerships.
- Knowledge of academic entrepreneurism models, contracting practices, as well as government laws/regulations relating to sponsored research.
- Demonstrated ability to communicate and interact effectively and collaborate at all levels of the Office for Research & Discovery and with members of the UA and external communities.
- Excellent analytical skills.
- Demonstrated ability to think strategically and achieve results.
- Demonstrated ability to work both independently and in a team environment.
- Superior writing, speaking, and interpersonal skills.
- A track record of successfully managing multiple projects and priorities, often with tight deadlines.
- A strong results orientation.
- Demonstrated ability to develop and maintain an extensive network of professional contacts.
- Excellent interpersonal skills, including tact, diplomacy, and flexibility to work with faculty, executive administrators, staff, students, alumni, donors, and external stakeholders (such as industry, small business, NGOs, etc.). Talent in diffusing potentially volatile situations and demonstrated professionalism in various circumstances and settings.
- Qualities of fairness, integrity, and inclusion and a proven aptitude for working as part of team.
- A commitment to collaboration.
- A master’s degree in a relevant discipline.

**Preferred Qualifications:**
- Previous management or business development experience within a research intensive higher education institution.
- Previous management or business development experience within industry or related external partner entity.
- A terminal degree in a relevant discipline, particularly in the physical sciences that reflects historic research strengths of the University of Arizona.
Applicants must submit a current curriculum vitae and cover letter. Review of applications will commence immediately and continue until the position is filled. Submission of materials via email is strongly encouraged. Nomination letters should include the contact information of the nominee. All nominations and applications will be handled in strict confidence. Applications and letters of nomination should be submitted to:

~ The University of Arizona is an affirmative action/equal opportunity employer ~

Storbeck/Pimentel & Associates
6512 Painter Avenue
Whittier, CA 90601
562-360-1353 (FAX)
Electronic submissions are preferred

Please submit to: APsearch@storbeckpimentel.com
Refer to code “UAZ-AVPBD” in the subject line