



# Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

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# Job Board Posting



Careers.Indigenous.Link

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## Partnerships Development Officer

<b>Job ID</b>	<b>25-55-49-7E-D6-7B</b>
<b>Web Address</b>	<a href="https://careers.indigenous.link/viewjob?jobname=25-55-49-7E-D6-7B">https://careers.indigenous.link/viewjob?jobname=25-55-49-7E-D6-7B</a>
<b>Company</b>	Queen's University
<b>Location</b>	Kingston, Ontario
<b>Date Posted</b>	From: 2020-10-14 To: 2020-11-13
<b>Job</b>	Type: Fixed-term Category: Engineering
<b>Job Start Date</b>	December 1, 2020
<b>Languages</b>	English

### Description

The Queen's Partnerships and Innovation (QPI) team supports the Research Portfolio's mission to be an essential catalyst for advancing research and knowledge mobilization, strengthening Queen's local, national and global impact. QPI staff develop and facilitate partnerships to advance the research enterprise at Queen's and the commercialization of inventions, and to strengthen the regional innovation ecosystem in Kingston and Eastern Ontario by collaborating with not-for-profit and for-profit organizations and creating programs and services that contribute to the regional innovation ecosystem. With support from external funding, QPI also offers various programs and services to accelerate the growth of companies within Kingston and Eastern Ontario.

Reporting to the Director, Research and Innovation Partnerships, the Partnerships Development Officer (PDO) plays a primary role in the business development continuum of knowledge mobilization: (i) identifying and driving partnerships, sponsored research and experiential learning opportunities, (ii) delivering technology transfer activities, and (iii) supporting entrepreneurs, startups and small-medium sized enterprises (SMEs) in Eastern Ontario. Committed to equity, diversity and inclusion the PDO is responsible for enhancing the development of strategic collaborative relationships between Queen's University, its faculty members and graduate students, and external organizations including the private sector, community entities, non-governmental organizations, and the public sector in supporting the University's research, intellectual property, technology transfer, and economic development activities.

#### KEY RESPONSIBILITIES:

• Create and foster ongoing relationships with QPI's two-sided client base: (i) Queen's faculty, staff, and students and (ii) government, industry, entrepreneurs, startups, SMEs, not-for-profit organizations, and community stakeholders.

• Provide research partnership support:

o Work with University researchers to:

o Identify interest in building collaborations with for-profit and not-for-profit organizations and opportunities to engage specific organizations; market relevant research expertise and resources including infrastructure.

o Engage potential collaborators, with focus on developing partnerships with industry and industry consortia, as well as with other academic institutions, and prepare/deliver high level presentations to promote research and research expertise at Queen's.

o Support proposal development to attract and leverage industrial or other sources of funding, and to engage Queen's and its researchers in multi-institutional initiatives that are regional, provincial, or national in scope.

o Support or lead the negotiation of research partnerships term sheets.

o Act as a steward of relationships with specific partners, where appropriate.

o Stay abreast of industry trends and relevant, leading edge R&D being undertaken at Queen's and other academic institutions; build inter-institutional alliances where appropriate.

o Respond to inquiries from companies (large and small), organize visits, and facilitate discussions with relevant researchers to advance the development of research collaboration projects.

o Proactively build relationships in sectors with high potential for collaboration with University researchers.

o Support the development of highly-qualified personnel via matching graduate student researchers with industry experiential learning opportunities such as, research internships.

o Engage and collaborate with Faculty-based partnership development officers.

• Advance knowledge mobilization:

o Work with University researchers to identify existing or emerging intellectual property and commercialization opportunities, and to build research programs to strengthen the opportunity for commercialization.

o Evaluate invention disclosures from an intellectual property (e.g., patent searching, competitive landscape review) and commercial (e.g., identify value proposition, gauge industry interest, and market outlook) perspective.

o Seek funding opportunities to increase the level of technology readiness for potential out licensing and/or startup formation.

o Coordinate the filing of intellectual property protection.

o Create and execute a technology commercialization plan for invention disclosures, including intellectual property protection strategy, partnering/development strategy, marketing strategy for out-licensing and/or startup formation.

• Facilitate regional economic development and provide startup support:

o Utilize research partnership and knowledge mobilization business development skill sets to support, mentor and/or develop and deliver programs to eligible entrepreneurs, startups and SMEs in the Eastern Ontario region.

o Support the development and strengthening of strategic relationships with regional partners; engage in community and regional activities to strengthen the regional innovation ecosystem.

• Prepare briefing notes, complex reports and data analyses for the Director, Research and Innovation Partnerships, and/or for the Assistant Vice-Principal, Partnerships and Innovation.

• Represent Queen's Partnerships and Innovation at conferences, advisory boards, research consortia, and/or trade associations with the purpose of building and strengthening relationships with potential and existing partners.

• Support or lead strategic projects or initiatives that support research and innovation at the University, and within the region.

• Create a positive and inclusive work environment that supports and promotes a culture where a diverse range of ideas and perspectives are incorporated into decision making.

• Plan, prioritize and manage the work of employees, providing strategic and tactical advice, guidance and coaching. Identify the need for staff resources, participates on staffing committees, and make effective recommendations regarding employee selection that take into account the principles of employment equity.

• Manage performance by establishing performance standards, reviewing and evaluating performance and conducting formal performance reviews on an ongoing basis.

• Assess staff training and development needs and ensure that employees receive training required to improve and sustain successful performance.

• Investigate, address and resolve employee/labour relations issues. Make effective recommendations on matters regarding possible discipline, discharge, and probationary termination.

• Other duties as may be required.

#### REQUIRED QUALIFICATIONS:

• Advanced working knowledge or domain experience in several of the following: artificial intelligence, big data/data analytics, cybersecurity, robotics/advanced manufacturing, software, systems integration, and various industry sectors such as defense, electronics, manufacturing, transportation (aerospace, rail, urban transit, autonomous vehicles, etc.) and utilities.

• University Degree in Engineering (any discipline), Computer Science, or Commerce with evidence of strong technical knowledge and skills. Graduate degree preferred.

• Experience in building and advancing research programs and projects.

• Experience in a leadership role.

• Experience in developing and disseminating communications to effectively market products and services.

• Experience with several of the following knowledge mobilization activities: industry liaison, business development, research partnership development, proposal development, technology licensing, entrepreneurship and startup support/mentorship.

• Demonstrated ability to build partnerships, collaborations or other knowledge mobilization transactions.

• Demonstrated ability to effectively engage multiple stakeholders, negotiate potential collaborations, and manage complex projects.

• Experience using and leveraging Customer Relationship Management tools to inform actions and decision making.

• Must be able to attend various conferences and meetings, which will require out-of-town travel and nights away from home.

• A minimum 7 years' relevant knowledge mobilization and industry research partnerships experience required.

• Ability to speak and communicate in French is an asset.

• Consideration will be given to an equivalent combination of education and experience.

#### SPECIAL SKILLS:

• Initiative, judgment, and the ability to work independently, managing the review of highly technical and confidential invention disclosures.

• Strong interpersonal, verbal, and written communication skills, combined with effective presentation skills to provide updates and deliver presentations.

• Ability to multi-task and manage numerous projects simultaneously, while working independently within a matrixed environment.

• Strong analytical skills; creative problem-solver.

• Ability to synthesize information from a wide variety of sources.

• Excellent facilitation and negotiation skills.

• Demonstrated capability to cultivate and maintain positive relationships with internal and external stakeholders, handle issues with tact, discretion, diplomacy and provide practical insight to manage confidential or sensitive matters in a professional manner.

#### DECISION MAKING:

• Develop and implement strategies to meet and effectively engage with Queen's researchers and with potential collaborators external to the University.

• Provide guidance to clients including University faculty members and graduate students, potential and existing partners, entrepreneurs, startups and SMEs.

• Determine content and format of various complex reports, documents and plans.

• Determine best approach to facilitate and resolve issues in a professional manner.

• Determine when to seek advice, guidance and direction from internal Legal Counsel.

• Exercise judgment on when to involve supervisor on matters that require decisions, or to make decisions and take independent action.

• Determine the metrics to measure, report on, and improve the effectiveness of the Partnerships Development and Knowledge Mobilization Initiative.

• Determine appropriate responses to a variety of inquiries or opportunities and how best to communicate and advance them.

• Ensure the content of communications to external audiences is consistent with the University's and the VP Research Portfolio's positioning.

• Evaluate job candidates and make effective recommendations on suitable hires.

• Make decisions and/or effective recommendations regarding transfers and promotions.

• Evaluate employee performance and decide on appropriate training or coaching to address lack of proficiency in carrying out responsibilities, or remedial action for staff disciplinary situations.

• Assess investigation outcome of grievances and make effective recommendations on appropriate course of action or next steps on grievances.

• Make effective recommendations on level of discipline up to discharge and probationary termination.

#### How to Apply

Click Apply Now!