



JOB DESCRIPTION

Vice President of Client Solutions + Commercialization Strategy

POSITION TYPE: Full Time with benefits

REPORTS TO: President + CEO

WORK LOCATION: Central Michigan University Research Corporation, Multiple Great Lakes Bay Region locations

POSITION SUMMARY:

Successful vice presidents are comfortable working with people at all levels in the company, and they understand how to motivate and encourage team. The job is a good choice if you possess strong leadership abilities, are self-motivated and you can focus on the minutiae without losing sight of the overall scope of a project.

JOB REQUIREMENTS:

EDUCATION

Bachelor's Degree in Business Administration or equivalent 3 years qualifying experience AND a positive, high energy, hardworking attitude

SPECIFIC DUTIES:

Progress the vision of entrepreneurs by implementing CMURC proven processes and programs. Responsibilities include:

- **Commercial Strategy:** Lead in the creation of commercialization strategy for clients, CMU faculty, and organization. Develop business solutions, marketing tactics and deliverables for product commercialization.
- **Client Solutions:** Responsible for monitoring and evaluating competitive landscape and market dynamics.
- **Strategic Planning:** Strategic planning is part of every vice president job description. As an executive, you'll develop strategies in concert with the chief executive officer that will help the company grow and thrive.
- **Budgeting:** Creates the operations budget and monitors contracts and vendors. Part of the job may include identifying additional sources of external revenue.
- **External Relations:** As head of commercialization, you'll be ultimately responsible for building strategic partnerships. Bringing in new business to build meaningful relationships.

EXTERNAL: Will interface broadly across a wide spectrum of business and association staff at all levels. This will include current clients, potential start-up companies/associations, other regional colleges and universities, other private sector enterprise incubation centers, entrepreneurial projects & private sector businesses.



POSITION REQUIREMENTS and DEMONSTRATED SKILLS/KNOWLEDGE:

- Good business acumen
- Strong communication skills, both verbal and written
- Strong organizational skills
- Ability to work in and build a team
- Able to work independently but within strategic framework
- Can handle many projects/assignments at the same time

OTHER REQUIREMENTS:

- Must be efficient at utilizing computer-based tools to accomplish tasks.
- Travel, mandatory weekends, and nights

TECHNOLOGY:

- Calendar and Email: Microsoft Outlook
- Customer Relationship Management System: Salesforce
- Microsoft Office Suite: Excel, PowerPoint, Word

CENTRAL MICHIGAN UNIVERSITY RESEARCH CORPORATION (CMURC)

CMURC is a professional coworking space with accelerator programs focused on product and strategic development for entrepreneurs to positively impact the economy in the Great Lakes Bay Region. It brings together local, regional and statewide partners to accelerate the success of entrepreneurs, growing businesses, and jobs by leveraging the resources of Central Michigan University, the Mount Pleasant SmartZone, and the Michigan Economic Development Corporation's 21st Century Jobs Trust Fund. Learn more about CMURC at www.cmurc.com.

The Central Michigan University Research Corporation is an equal opportunity employer and is committed to equal opportunity without regard to race, religion, color, sex, age, national origin, citizenship, disability or any other basis of discrimination prohibited by applicable local, state or federal law.

In addition to compliance with federal EEO statutes, the Central Michigan University Research Corporation complies with applicable state and local laws governing nondiscrimination. This policy applies to all terms and conditions of employment, including but not limited to the following:

- Recruitment, hiring, placement, transfer, promotion, and demotion;
- Training, development, and educational assistance;
- Compensation and benefits;
- Educational, social, and recreational programs;
- Discipline;
- Termination of employment.

Employment decisions, subject to the legitimate business requirements of the CMURC, are based solely on the individual's qualifications, merit, behavior and performance.