## Job Announcement: Industry Liaison and Contracts Manager

## *Industry Alliances Office (IAO)*

## About UC Berkeley

# The University of California, Berkeley, is one of the world’s most iconic teaching and research institutions. Since 1868, Berkeley has fueled a perpetual renaissance, generating unparalleled intellectual, economic and social value in California, the United States and the world. Berkeley’s culture of openness, freedom and acceptance—academic and artistic, political and cultural—make it a very special place for students, faculty and staff.

# Berkeley is committed to hiring and developing staff who want to work in a high performing culture that supports the outstanding work of our faculty and students. In deciding whether to apply for a staff position at Berkeley, candidates are strongly encouraged to consider the alignment of the Berkeley Workplace Culture with their potential for success at <http://jobs.berkeley.edu/why-berkeley.html>

## Departmental Overview

## The University of California at Berkeley (UCB) currently has an outstanding opportunity for an Industry Liaison and Contracts Manager in its Industry Alliances Office (IAO), a division of Intellectual Property and Industry Research Alliances (IPIRA).  The IAO is responsible for the creation, negotiation, and implementation of agreements with industry that support campus research activities and facilitate a strong relationship with the corporate sector. Industry-related agreements include all agreements related to the support of research by for-profit entities, including sponsored research agreements, industry affiliate agreements, Small Business Innovation and Research (SBIR) and Small Business Technology Transfer (STTR) grants, and collaboration agreements.  IAO also negotiates all material transfer agreements and research-related confidentiality agreements for the UC Berkeley campus.  IAO conducts outreach to both the campus community and industry sector concerning industry/university relationships, technology transfer and research activities at UC Berkeley. For more information on IAO, visit: <http://ipira.berkeley.edu/industry-alliances-office>

## Responsibilities

* Negotiates research-related agreements and helps develop and maintain research relationships with industry.
* Provides expert advice, contract interpretation, and training to faculty and staff working with industry, as well as outreach and guidance on university contracting to the industry representatives.
* Collaborates with UCB’s Sponsored Projects Office and with IAO’s sister office, the Office of Technology Licensing, on negotiating intellectual property terms in sponsored research agreements.
* Regularly interacts with the UC Berkeley Office of Legal Affairs, the University of California System’s Office of the General Counsel and Research Policy Analysis and Coordination office as well as with other UC campuses.
* Drafts and negotiates mutually beneficial research agreements in accordance with the requirements of the project, relevant University policies and federal and state laws.
* Interprets, and clearly communicates matters of policy and law to multiple constituencies including faculty and industry representatives.

## Required Qualifications

## Bachelor’s degree with at least five to seven years of experience in technology-related business development or industry-sponsored research contracting.  A graduate level degree and three years of relevant university/industry-related experience is preferred

## Ability to facilitate collaborations and research between industry and UC Berkeley, and able to negotiate a variety of industry-sponsored contracts for research across campus.

## Ability to work flexible hours to complete assigned tasks

## Demonstrated ability to work independently and autonomously

## Ability to work as an engaged, contributing member of a team

## Demonstrated ability to exercise sound judgment  Understanding of intellectual property law, contracts and grants, and university research administration

## Ability to work collaboratively with other universities and UC System offices;  Tolerance and respect for diverse perspectives

## Demonstrated ability to thrive with ambiguity and suspend judgment when needed Commitment to further the research mission of the university

## Excellent organizational, interpersonal, and communication skills

## Ability to track, manage and meet multiple transactions/projects/deadlines in a high volume position

## High attention to detail while maintaining focus on the big picture.

## Salary & Benefits

Salary Range: $84,000 - $90, 640 (Depends on years of applicable experience, internal equity, etc.)

For information on the comprehensive benefits package offered by the University visit:   
<http://ucnet.universityofcalifornia.edu/compensation-and-benefits/index.html>

## Criminal Background Check

* This position has been designated as sensitive and may require a Criminal Background Check. We reserve the right to make employment contingent upon successful completion of a Criminal Background Check.

## Equal Employment Opportunity

The University of California is an Equal Opportunity/Affirmative Action Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected veteran status. For the complete University of California nondiscrimination and affirmative action policy see: <http://policy.ucop.edu/doc/4000376/NondiscrimAffirmAct>

If you’d like more information about your EEO rights as an applicant under the law, please see: <http://www1.eeoc.gov/employers/upload/eeoc_self_print_poster.pdf>

## How to Apply

Go to [jobs.berkeley.edu](file:///C:\Users\justin.fiske\AppData\Local\Temp\Temp1_wordtemplates%20(3).zip\PC_wordtemplates\Documents\jobs.berkeley.edu) and enter Job ID# 19586 or [Click Here](https://hrw-vip-prod.is.berkeley.edu/psc/JOBSPROD/EMPLOYEE/HRMS/c/HRS_HRAM.HRS_CE.GBL?Page=HRS_CE_JOB_DTL&Action=A&JobOpeningId=19586&SiteId=1&PostingSeq=1)

