Do you want to help raise Danish universities among the best in the world in commercialization of research? If so, then this position in the ambitious program "Open Entrepreneurship" might be something for you.

AAU wishes to strengthen the collaboration between public and private companies regarding the development of new and groundbreaking technology with commercial potential, including increasing the number of spin-outs and start-ups.

AAU is a partner in the new initiative "Open Entrepreneurship", a national program supported by The Danish Industry Foundation, where Danish universities work closely together to accelerate commercialization of publicly funded research. The program will provide supplements to the existing tech-trans and entrepreneurial systems to help create more startups/spin-outs and enhance collaboration with innovative companies that can convert research into commercial success stories. See more about the program here.

"Open Entrepreneurship" is now looking for a Business Development Manager to be at the forefront of project at AAU. The focus will be on research areas at AAU related to Medtech.

**Primary work assignments**

- Establish and manage “Open Entrepreneurship” at AAU, closely linked to Medtech related research environments at AAU.
- Develop an entrepreneurial ecosystem around Medtech research areas at AAU with researchers and industry as key players
- Scouting of commercialization projects at the departments and building up teams around the projects
- Assist in the commercialization of Medtech projects from all research areas in close collaboration with business developers and other colleagues
- Closely collaborate with the program's Advisory Board, the management of the program at AAU and the group across the Danish universities
- Responsible for a number of activities regarding commercialization and building of entrepreneurial ecosystems
- Ensure integration and coherence with other innovation players and offers at AAU
- Help develop a sustainable business model in accordance with the effort

**Professional qualifications**

- Experienced entrepreneur / intrapreneur with business background
- Research background in technology or science is an advantage
- 5+ years of professional experience from relevant Medtech industry
- Strong business and technology networks in Denmark and internationally
- Experience with commercialization and business development of research
- Experience with venture / investments
Personal profile

- You are motivated by the opportunity for facilitating increased financial return on publicly funded research
- You have managerial experience, can motivate other people, and have fun working on commercialization of research
- You enjoy working closely with research communities as well as companies
- You are interested in developing new ways of translating research into commercial value
- You can independently manage AAUs “Open Entrepreneurship” programme in close collaboration with the program management, Advisory Boards and colleagues at AAU
- You have strong social, relational and communicative skills

Employment

Start August 1, 2017 to July 31, 2020. With the possibility of extension. You will be employed at AAU Innovation – Technology Transfer Office.

More information

More information about AAU can be found at www.aau.dk

For further information about the position you are welcome to contact head of technology transfer Peter Rasmussen, tel: +45 6128 8432 email: pra@adm.aau.dk.

Application procedure

You can only apply for the position via our e-recruitment system.

Search by clicking the "Search Position" button at the bottom of the job advertisement on our website: http://www.stillinger.aau.dk

The application deadline is Sunday, June 4, 2017

Interviews will expectedly be held in weeks 24 and 25. Tests may be used in connection with the recruitment process.

AAU wishes to reflect an international environment and sees diversity as a resource. We encourage all qualified to apply for the position, regardless personal background.