

## **Commercialization Specialist**

**Competition No. ADP23-04**

**Temporary Administrative Contract: April 2023 until March 2024**

**Hours: 24 hours per week**

**Hourly rate: \$45 - \$60**

**Department: Office of Research Services, Innovation and Entrepreneurship (ORSIE)**

### *About Durham College:*

*Durham College (DC) is leading the way as a post-secondary institution, offering an innovative and transformative student experience and hands-on learning opportunities. With this focus top of mind for our students and our employees, DC is proud to be one of the fastest-growing colleges in the province and annually ranked as one of the GTA's Top 100 employers.*

*The college offers a wide range of market-driven programs across multiple disciplines, including culinary management, farming and horticulture, business, IT, construction and trades, science and technology, health care, engineering, social and community services, justice, media, art and design. With a focus on experiential learning, DC graduates are known for having the skills and knowledge employers need. More than 104,000 alumni represent the college, both locally and around the world.*

*Serving the Durham Region and Northumberland County communities for over 50 years, with campuses in Oshawa and Whitby, the college offers over 12,500 full-time post-secondary and apprenticeship students access to more than 145 full-time post-secondary programs – including four honours bachelor degrees and nine apprenticeship programs. Led by over 1,860 full- and part-time staff, DC has an estimated annual economic impact of more than \$913 million on Durham Region.*

### **BACKGROUND:**

The Durham College Office of Research Services, Innovation and Entrepreneurship (ORSIE) offers industry clients access to applied research and development services, including technical expertise, state-of-the-art facilities and platforms, and student talent. Industry-focused research centres include the AI Hub, the Centre for Cybersecurity Innovation, the Mixed Reality Capture Studio, and the Centre for Craft Brewing Innovation. Research centre teams collaborate with industry clients to deliver innovative solutions to pressing business problems and opportunities. Projects include producing and testing prototypes, evaluating new technologies, and developing new or improved products or processes, particularly for small- and medium-sized businesses (SMEs), and the intellectual property (IP) that is developed during the project is transferred to the industry client upon completion of the project. Funded by provincial and federal government grants, all projects are intended to assist industry partners in product development, technology adoption, expansion into new markets, and commercialization of new products, services and processes. This position is pending funding approval, which is expected imminently.

### **DUTIES:**

This position, reporting to the Dean, Research Services, will be responsible for piloting commercialization services for applied research clients working in a college applied research environment, with a focus of IP education, client advising, and leveraging publicly funded IP for its net benefit to Ontario. The position will seek to standardize services in a clear and transparent manner that is timely and as friction-free as possible. Tracking success, outcomes, and metrics will be key factor in evaluating the effectiveness of the pilot. The successful candidate will work with high potential clients, particularly in the artificial intelligence, MedTech, and automotive sectors.

## QUALIFICATIONS:

### *Education and Experience*

- Ideal candidate will possess a master's degree in legal, technology, or business studies.
- Experience working with technologies involving artificial intelligence, MedTech, and/or automotive.
- Formal training in IP management, or similar business studies, is highly desirable.
- Previous experience in research setting.
- Experience in a similar position or in any of the specified functions.
- Demonstrated ability and experience in advising and collaborating with business partners.

### *Job Competencies*

- Ability to work as part of a team, set goals, and work independently to manage both short- and long-term responsibilities.
- Flexibility to adapt to change and to problem solve.
- Strong organizational skills and attention to detail.
- Excellent interpersonal, oral, written and presentation skills.
- Strong customer relationship skills, consensus building skills, and the ability to cultivate and maintain professional business partnerships.

The project team encourages applications from members of groups with historical and/or current barriers to equity, including, but not limited to, First Nations, Métis and Inuit peoples, and all other Indigenous peoples; members of groups that commonly experience discrimination due to race, ancestry, colour, religion and/or spiritual beliefs, or place of origin; persons with visible and/or invisible (physical and/or mental) disabilities; persons who identify as women; and persons of marginalized sexual orientations, gender identities, and gender expressions.

Accommodations will be provided when identified as a need by the applicant. Please indicate if accommodations are required during the hiring process so that needs can be proactively addressed. If you require this information in alternate format; require communication supports; an accommodation in applying for a posting and/or if you are selected for an interview, please contact our Human Resources (HR) department and an HR assistant will work with you to meet your needs.

Telephone: 905.721.3073

Email: [HumanResources@durhamcollege.ca](mailto:HumanResources@durhamcollege.ca)

**Please apply below by submitting your cover letter and resume to the online portal. Applications will be accepted until April 3, 2023. Competition number ADP23-04.**

We thank you for your interest in employment with Durham College however, only those candidates selected for an interview will be contacted.