

**Iowa Innovation Corporation
Job Posting – Commercial Officers**

About the Organization

The Iowa Innovation Corporation (IICorp) was established by the Iowa Economic Development Authority (IEDA) as the private entity in the State's public/private partnership for economic development.

Based on a 2017 study conducted by TEconomy Partners, LLC for the IEDA, the State has identified bioscience development as an area of opportunity and is focusing on four technology platforms: biobased chemicals, precision and digital agriculture, vaccines and immunotherapeutics and medical devices. This report also provided a series of cross-platform recommendations for enhancing Iowa's bioscience-based economic development ecosystem. The first of these recommendations was formation of a dedicated group with responsibility for strategic leadership and coordination of development efforts in the platform areas. Over the past year, IICorp's mission has pivoted to take on this responsibility and serve as the Iowa bioscience development center (IBDC) called for in the report.

About the Position

Overview: Three individuals are needed to lead the IBDC's efforts for each of the technology platforms. These Commercial Officers will focus on the business development and program management needs of new business opportunities developed within their assigned platform(s) and will work in close collaboration with technical leads for each platform, located at Iowa State University and the University of Iowa.

Location: IICorp is headquartered in Des Moines, IA. Due to our close university partnerships and state-wide scope of responsibilities, the Commercial Officers will spend significant time at Iowa State University (Ames) and the University of Iowa (Iowa City) and may also travel from time-to-time to other parts of the state.

Principle Responsibilities: Commercial Officers will:

1. Lead vetting and prioritization of relevant technologies/innovations/business opportunities in their assigned platform(s) being developed within IA for commercial potential.
2. As appropriate, assist entrepreneurs in the development of business plans and establishment of management teams.
3. Serve as primary platform contact into the investment community.
4. Provide project management oversight for high-priority ventures through their life cycle, ensuring that timely progress is made against commercial development milestones.
5. Serve as a member of the IBDC leadership team.

In partnership with each platform's technical leads, the Commercial Officers will:

1. Develop and implement strategies for translating new innovations in assigned platform(s) to commercial products.
2. Vet and prioritize for ongoing IBDC support, technologies/innovations based on their combination of technical and commercial potential.
3. Help guide prioritized ventures into commercial development.
4. Build and maintain relationships among platform researchers at the universities and with industry partners and coordinate joint activities.
5. Serve as primary contacts into their assigned platform(s).

Reporting Relationship: Commercial Officers report to the IICorp CEO.

Required Qualifications:

- Bachelors' or Masters' degree in a relevant discipline such as business administration, finance or marketing with at least 5 years of experience developing technical innovations into business ventures, including working with investors (angel, VC, etc.).
- Experience researching business opportunities and viable income streams.
- Demonstrated ability to develop and then execute a business plan successfully to desired outcome.
- Demonstrated ability to manage multiple projects simultaneously.
- Understanding of project management discipline.
- Excellent interpersonal skills; a team-player. Will be required to work and elicit cooperation across a diverse range of stakeholders.
- Excellent written and verbal communication skills.
- Demonstrated ability to work independently (and with minimal day-to-day supervision) while sharing ideas and information on a constant basis with colleagues as part of a small highly-matrixed team.
- Excellent time management and analytical skills.

Desired Qualifications:

- Education or experience working in one or more bioscience sectors.
- Experience working with academic researchers.
- Experience drafting, negotiating, and reviewing contracts.

To apply, please send resume and cover letter to:

By e-mail – safiya@iicorp.com

By US Mail – Safiya Lee-Evans
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If you have questions regarding this position or the application process, please e-mail Safiya Lee-Evans (safiya@iicorp.com) or call 515.209.2826.