

Director of Entrepreneurship
Enterprise Works/University of Illinois Research Park
University of Illinois at Urbana-Champaign

About EnterpriseWorks and the University of Illinois Entrepreneurship Ecosystem: The University of Illinois at Urbana-Champaign is a world-class leader in research, teaching, public engagement, and economic development. The University has research expertise in engineering, agriculture, business, social sciences, and many other top-ranked programs. Many of the technologies that enabled the modern electronic era were developed at the U of I, and we are among the top universities in NSF-funded research and development expenditures. The University of Illinois is a leader in generating innovations that translate into products, services, companies, and jobs that positively impact human lives and economic well-being. The University ranks repeatedly among the top ten universities in the number of alumni entrepreneurs receiving venture capital funding. The University has a vibrant and rapidly evolving entrepreneurial ecosystem, and many partners across campus work together to provide support and resources to the entrepreneurial community.

The University of Illinois is an Equal Opportunity, Affirmative Action employer that recruits and hires qualified candidates without regard to race, color, religion, sex, sexual orientation, gender identity, age, national origin, disability or veteran status. For more information, visit <http://go.illinois.edu/EEO>.

Research is about asking questions and seeing things in new ways. Developing new knowledge requires creative, innovative thinking, work made better by a diversity of viewpoints and perspectives. Particularly when it comes to interdisciplinary research, including collaborators of different backgrounds, ethnicities, sexual orientations, physical abilities, generations, or genders isn't just the right thing to do, it's the smart thing to do.

Illinois has affirmed many times that without diversity, there is no excellence. Simply put, we don't pursue diversity for diversity's sake. Rather, we pursue it because we are firmly fixed on achieving excellence in the Illinois research enterprise.

Members of our research community come from every corner of the globe. In the Office of the Vice Chancellor for Research and Innovation and our portfolio units, we firmly believe that we can only be excellent when we fully embrace people with varied perspectives and experiences. We strongly support the programs, services, and activities that ensure such inclusivity.

The University of Illinois Research Park provides an on-campus community where corporate innovation centers, startups, and university research centers can co-locate. The highly skilled tech workforce, student employees, and research preeminence generate innovation and new technologies. The Research Park includes 120+ companies, 18 buildings, and 2,200 employees. EnterpriseWorks, is the Research Park's 43,000-square-foot business incubator for early-stage tech firms, which is operated by the University of Illinois Urbana Champaign (UIUC) to help launch successful startup companies. Startup companies that have incubated at EnterpriseWorks have raised \$1.2 billion in venture capital investments and been awarded 25% of all the SBIR/STTR federal small business research grants in the state of Illinois annually. EnterpriseWorks manages entrepreneurship support programs, business assistance, and training to aid startups and technology commercialization. EnterpriseWorks also leads federally funded small business technical assistance programs for small businesses and university incubators in Illinois.

The EnterpriseWorks incubator is poised for expansion with two new building projects underway. EnterpriseWorks 2.0 is a new capital project with pending state funding. Its construction is expected to link the existing incubator with an adjacent commercial building, resulting in a 140,000 sq ft. combined innovation location to house start-up companies, a graduation space for growth stage companies, innovation hubs for major companies, providing a cross-campus home for entrepreneurial research, services and programs. LabWorks is a new life sciences facility in the Research Park with wet lab bench space to be jointly managed by the landlord, property management company, and EnterpriseWorks.

The campus includes many entrepreneurial centers that collectively lead the entrepreneurship ecosystem across campus. The Technology Entrepreneur Center (TEC) in the Grainger College of Engineering offers entrepreneurship courses and hosts outreach activities for students and alumni, including the annual Cozad New Venture Challenge, the Illinois Innovation Prize, and the NSF I-Corps at UIUC, among other programs. Origin Ventures Academy for Entrepreneurial Leadership in the Gies College of Business facilitates entrepreneurial learning and action for all students and supports entrepreneurship research, with a focus on entrepreneurial education, design, subsistence marketplaces, and social innovation. The Office of Technology Management (OTM) moves the innovations that result from University research into public use by protecting and licensing University intellectual property. Illinois Ventures manages both return-focused venture funds and an evergreen fund for seed-stage tech startups from the University of Illinois System., The University of Illinois also works with numerous community, regional and statewide partners to

foster entrepreneurship and economic development including coordination with the Illinois Innovation Network (IIN) and the Discovery Partners Institute (DPI).

The Director of Entrepreneurship seeks to build the national reputation and excellence of the University of Illinois Urbana-Champaign entrepreneurship ecosystem in partnership with key stakeholders on campus. The Director is responsible for strategic development and implementation of a vision and infrastructure to establish and accelerate a cross-campus culture of entrepreneurship that spans research institutes, colleges, and departments. The vision will anticipate mechanisms to secure and grow entrepreneurship programs and resources to assist clients with company creation, funding, management, and growth beyond the incubation phase. The position is primarily focused on supporting the entrepreneurship programming and business development of clients of the EnterpriseWorks incubator at the University of Illinois Research Park, which provides technology commercialization support for researchers and entrepreneurs, supports new venture creation, and catalyzes promising startup companies. The role includes oversight of the capital building project to create EnterpriseWorks 2.0, which will provide a growth-stage location for small businesses in the Research Park and a location for entrepreneurship programming and collaboration.

Strategic Collaboration with Entrepreneurship Programs and Partners

- Build entrepreneurship capacity across campus by supporting faculty, students, and staff with commercialization opportunities. The Director will coordinate outreach and plans for entrepreneurs with UIRP, OTM, TEC, AEL, the NSF I-Corps program at Illinois, Illinois Ventures, IIN, DPI, and other stakeholders and entrepreneurship programs in the University of Illinois ecosystem.
- The Director is also expected to foster a robust regional entrepreneurial ecosystem by developing strategic relationships with peer technology incubator leaders (particularly in the State of Illinois), community business and civic leaders, relevant state and federal agencies, as well as alumni. This includes developing strong external relationships with angel investors, venture capital firms, accelerators, serial entrepreneurs, mentors, government entrepreneurship programs, and commercial partners that can support the success and growth of startup companies from UIUC.

Guidance and Business Development to Entrepreneurs and Small Businesses

- Lead an incubation methodology and programming pathway for clients of EnterpriseWorks based on their business needs and stage of development.
- Inspire UIUC aspiring entrepreneurs and support their new ventures by identifying, recruiting and making introductions to appropriate advisors, mentors, investors, corporate partners, and service providers. This includes marketing and organizing information on a “portfolio” of UIUC startup companies to help share opportunities with potential partners.
- Champion support for diverse entrepreneurs on campus through programs that increase inclusion, training, management assistance, and seed funding.
- Develop new companies as prospects for tenancy and support service at EnterpriseWorks and the Research Park, while encouraging and supporting Champaign-Urbana as location to grow technology startup companies.

Development of New Incubation and Entrepreneurship Capital Projects

- Oversee and conduct strategic planning for the new EnterpriseWorks 2.0 (graduation) building capital project, including plans for expanded operations, capacity building, pro forma budgeting, and fundraising (naming rights) to support the new facility.
- Support clients and capital grant management for the new LabWorks facility to aid in life science company growth and retention in the Research Park.
- Coordinate with strategic planning for other entrepreneurial locations on campus that also foster locations for technology commercialization, including the Translational Research Facility, Siebel Center for Design, IBRL, and Interdisciplinary Institutes.

Manage Incubator Activities and Team of Professionals

- Manage EnterpriseWorks staff, including the Associate Director for Operations. Manage small business contractual staff and consultants through EnterpriseWorks and the Research Park, including the Entrepreneurs-in-Residence program.
- Coordinate with the Research Park Executive Director and Director of External Engagement to deliver entrepreneurship programming, collaborate with corporate partners, and build a robust innovation community at the Research Park.

- Develop program metrics, track services provided, and develop reporting mechanisms for internal and external audiences. This includes use of Salesforce and other data management systems to manage client information and tracking of business progression.
- Oversee preparation of information on incubator activities and performance for stakeholders at the University of Illinois Urbana Champaign, UIRP, LLC Board of Managers, Champaign County economic development community, etc.

Support Entrepreneurship and Economic Development with External Funding

- Spearhead the submission of grants for new federal and state funding to support entrepreneurship and technology commercialization programs at the University of Illinois, in order to increase new venture creation and support the research and innovation competitiveness of the campus. This includes work with departments, institutes, and investigators on campus to develop entrepreneurship capabilities within new centers and federally funded programs.
- Support outreach to other incubator locations in Illinois to provide expertise sharing and operations guidance. This includes support grant programs that assist entrepreneurs throughout Illinois.
- Coordinate statewide entrepreneurship programs, which elevate technology entrepreneurship programs throughout Illinois, including resources and capabilities across the Illinois Innovation Network (IIN) and with the Discovery Partners Institute (DPI).

Qualifications

Bachelor's degree in engineering, science, technology, business administration, finance or related field required. MBA or equivalent degree strongly preferred.

Required: A minimum of 10 years of management experience within a small business and/or entrepreneurial incubator, including prior experience with technology commercialization based on innovative research, developing customers, direction from a board of directors/advisors, and growth stage progression. Prior experience with venture capital, angel investment, and SBIR/STTR funding for small business financing, which includes an understanding of term sheets, cap tables, and investment/ funding options for startup companies. Experience developing and directing technology commercialization programs, understanding of technology startup company challenges and resources needed, and an ability to empower and develop company founders. Superb interpersonal skills and complex problem-solving abilities. A track record in fostering a culture of diversity, equity, and inclusion, particularly in an entrepreneurial environment. Strong communications skills for partner relationships, including work with investors and alumni to build trust and enthusiasm in the University of Illinois entrepreneurship ecosystem. Understanding of the complexities of research in higher education, including a sensitivity to the perspectives and values of faculty and students across all disciplines, a commitment to shared governance, and the ability to collaborate with constituencies across the University and externally.

Preferred: Grant administration and reporting with government agencies. Experience in higher education administration, including work with faculty and graduate students to develop new ventures, license technology, and successful commercialize research. Experience with entrepreneurship ecosystems, business incubators, small business mentoring, accelerators, and commercialization programs. Salesforce or other CRM software experience with experience with data management, metrics, dashboards, and presentation of analytics.

APPOINTMENT STATUS: Full-time academic professional appointment renewable annually pending continued funding and satisfactory progress within the position. Qualified individuals will be eligible to receive vacation, sick, and personal leave; retirement through the State Universities Retirement System; and group health, dental, vision and life insurance. Start date is as soon as possible after the close of the search. Salary is commensurate with experience and abilities.

TO APPLY: For full consideration, applications must be received by April 27, 2022. However, search will remain open until position is filled. To apply, all candidates must submit an online profile through <https://jobs.illinois.edu>. Qualified candidates must upload a letter of which details qualifications noted above, resume and the names and contact information of three professional references. All requested information must be submitted for your application to be considered. Incomplete applications will not be reviewed. For further information, please contact Erica Hanson, Human Resources, elhanson@illinois.edu.

University of Illinois faculty, staff and students are required to be fully vaccinated against COVID-19. If you are not able to receive the vaccine for medical or religious reasons, you may seek approval for an exemption in accordance with applicable University processes.

University of Illinois conducts criminal background checks on all job candidates upon acceptance of a contingent offer. Convictions are not a bar to employment. As a qualifying federal contractor, the University of Illinois System [uses E-Verify](#) to verify [employment eligibility](#). The University of Illinois System requires candidates selected for hire to disclose any documented finding of sexual misconduct or sexual harassment and to authorize inquiries to current and former employers regarding findings of sexual misconduct or sexual harassment. For more information, visit [Policy on Consideration of Sexual Misconduct in Prior Employment](#).