



JOB DESCRIPTION: ACADEMIC ENGAGEMENT MANAGER

EndRun LLC is a technology consultancy dedicated to direct collaboration with DoD mission partners to develop technology solutions to solve real National Security challenges. Our programming includes critical technology & venture creation, lab-to-market commercialization, and direct funding and contracting support to develop prototypes, training and support for entrepreneurs and the tech workforce needed to ensure these startups and our mission partners succeed.

The Academic Engagement Manager plays a crucial role in establishing and managing relationships with academic institutions, faculty researchers, and students aspiring to a career in national security. A successful Academic Engagement Manager will leverage their experience with and knowledge of academic environments, technology transition processes, and technology transfer processes to develop and deliver meaningful programming and accelerate the technology transfer process.

Specific responsibilities include:

- Cultivate and maintain a robust pipeline of and strong relationships with academic institutions, faculty researchers, and students across Arizona.
- Collect and analyze data on research and development spending (including federal grants), to identify trends in spending and gaps in resources; provide quarterly reports on these gaps to inform the design, development, and delivery of new programming.
- Identify, monitor, analyze and report on impact metrics and activities within the academic research community.
- Assist in the selection, examination and assessment of basic and applied research and prototype technologies to meet Mission Partner needs.
- Coordinate the cross-functional tech assessment team to ensure the timely delivery of pre-assessment and assessments of emerging technologies.
- Develop and maintain the roadmap for university-led startups and guide them on their journey from their current state through their successful outcome.
- Manage interactions with university-led startups on their journey through the start-up road map, scheduling regular check-in meetings, and providing direct support as needed. Support may include, but is not limited to:
 - one-on-one coaching
 - recommendations for trainings
 - assistance developing marketing materials and pitches
 - identifying and securing a pipeline for funding opportunities
- Drive awareness across academia for participation in programming offered by the National Security Information Network
- Attend events to cultivate new relationships, identify opportunities to design, develop, and deliver pilot programs across Arizona.

In addition to possessing experience with each area of responsibility listed above, the DOD Innovation Manager will have the following skills:

- Strong communication skills
- Knowledge of various collaboration and project management tools, including Salesforce CRM
- Intimate knowledge of the venture capital industry
- Strong decision-making skills
- Exceptional leadership skills and experience managing direct reports
- Experience managing cross-functional teams and interdisciplinary teams to achieve a shared goal
- Ability to prioritize multiple projects at one time

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Successful candidates applying for this position will also have the following:

- A bachelor's degree in any field
- A minimum of 3 years of experience in a similar position