



**Executive Director
Office of Corporate Relations**

**Massachusetts Institute of Technology
Cambridge, Massachusetts**

THE SEARCH

The Massachusetts Institute of Technology (MIT) seeks an experienced, collaborative, and entrepreneurial leader to serve as the Executive Director of Corporate Relations. This is a rare and exciting opportunity to lead the world's largest and oldest university corporate relations office, contribute to the future of research and innovation at one of the preeminent higher education institutions, and engage with international corporate partners focused on contributing to a better world. The Executive Director will collaborate with MIT leadership to advance President Sally Kornbluth's vision for "the people of MIT to come together in meaningful ways to meet the great challenges of our time," and "make Greater Boston the hub of the next biotech revolution."

The Office of Corporate Relations (OCR) is part of the larger Office of Strategic Alliances and Technology Transfer (OSATT) at MIT, which plays a key role in a team-based approach to faculty-centric development and execution of sponsored research, collaboration, and related agreements. Reporting to the Associate Provost, the Executive Director provides strategic leadership for OCR in support of the Institute's mission through multiple programs to aid and direct companies interested in multidisciplinary involvement with the Institute. The Office of Corporate Relations offers industry access to MIT through two major integrated programs including the MIT Industrial Liaison Program (ILP) and the MIT Startup Exchange (STEX). Expert staff within OCR work with MIT senior administration, faculty, and company executives to structure and define individualized alliances that mutually benefit the company and MIT. The Executive Director is responsible for building strategic partnerships and relationships with business, government, and entrepreneurial leaders across the globe to collaborate and build relationships with MIT faculty, departments, labs, and centers.

The Executive Director works in close coordination with the Technology Licensing Office and OSATT Core teams to ensure relationships with external sponsors are collaborative, forward-looking, and built on strong, consistent communications from "one MIT." Outside of OSATT, the Executive Director will work with key stakeholders across the Institute to support faculty-driven alliances in sponsored research,

education, or capacity-building from non-federal sponsors. To succeed in the future, the Executive Director will strategically grow ILP membership, ensure OCR provides exceptional service and support to MIT faculty, and promote partnership opportunities between startups and corporate executives through the MIT Startup Exchange, all while leading a dedicated and highly capable group of expert staff.

MIT has retained Isaacson, Miller, a national executive search firm, to conduct this search. Confidential inquiries, nominations, and applications may be directed to the search firm as indicated at the end of this document.

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

The MIT community is driven by a shared purpose: to make a better world through education, research, and innovation. MIT is fun and quirky, elite but not elitist, inventive and artistic, obsessed with numbers, and welcoming to talented people regardless of where they come from. Dr. Sally Kornbluth recently became MIT's 18th president, and in her inaugural speech, outlined her vision for how the people of MIT will address the great challenges of our time and help humanity "marshal a bold, tenacious response to the run-away crisis of climate change."

MIT is independent and co-educational, with a private endowment of \$24.6 billion, an annual budget of approximately \$4.3 billion, and a staff of 12,386. Graduate enrollment at MIT is 7,201 students; undergraduate enrollment is 4,657. A distinguished faculty of 1,080 instructs both graduate and undergraduate students and engages in research. Ten current members of the MIT faculty have won the Nobel Prize, two have won the Pulitzer Prize, and 164 are members of the three National Academies.

MIT is comprised of five schools and a college with more than 30 academic departments, 109 graduate programs, as well as interdepartmental programs, laboratories, and centers. The schools include Architecture and Planning; Engineering; Humanities, Arts, and Social Sciences; Science; Sloan School of Management; and Schwarzman College of Computing. In addition to world-renowned programs in science and engineering, MIT is also home to top-ranked programs in economics, management, linguistics, philosophy, political science, architecture, and city planning.

The Institute is recognized as one of the most entrepreneurial universities in the world. Its faculty ranks include hundreds of serial startup founders, and its hands-on approach to education encourages students to make a difference in the world by discovering and exploiting new technologies. The science-based ventures coming out of MIT helped transform Kendall Square into a major hub of biotech innovation, and the area thrives today with startups representing an array of industries including energy, healthcare, nanotechnology, and advanced manufacturing.

OFFICE OF STRATEGIC ALLIANCES AND TECHNOLOGY TRANSFER

The Office of Strategic Alliances and Technology Transfer provides MIT faculty and principal investigators with support for strategic and tactical execution for the conversion of promising external engagements to agreements and the impactful operation of research, education, and innovative programs on campus and globally. OSATT helps develop and cultivate relationships with corporate and international sponsors and other collaborators to facilitate research engagements and other projects and programs at MIT. It also enables external partners to realize the value of intellectual property developed at MIT, either through their sponsorship or independent innovation. Aligned with President Kornbluth's vision, OSATT supports the MIT community in using, "the power of entrepreneurship to propel profound solutions out to communities around the world, from preventing pandemics to cleaning up plastic waste."

OSATT consists of the Technology Licensing Office, OSATT Core, and the Office of Corporate Relations. The Technology Licensing Office (TLO) moves innovations and discoveries from the lab to the marketplace by strategically evaluating, protecting, and licensing MIT technology for the benefit of the public and to amplify MIT's global impact. OSATT Core is where MIT, sponsors, and other collaborators engage in the development, negotiation, and launch of sponsored research and research-related activities. Internally, they coordinate with, and serve as a resource to, MIT department and school administration, Research Administration Services (RAS), the Office of the General Counsel (OGC), and other operational offices. Externally, they are a primary contact for non-federal sponsors interested in sponsoring or otherwise engaging in research opportunities at MIT. The Office of Corporate Relations aids and directs companies interested in multidisciplinary involvement with the Institute. Its expert staff works with MIT senior administration, faculty, and company executives to structure and define individualized alliances that mutually benefit the company and MIT. MIT Corporate Relations offers industry access to MIT through two integrated programs, the MIT Industrial Liaison Program, and the MIT Startup Exchange. The Office of Corporate Relations employs 55 staff including 33 ILP Program Directors, five MIT Startup Exchange staff, and 17 OCR support staff.

More information about OSATT can be found [HERE](#).

MIT INDUSTRIAL LIAISON PROGRAM

MIT is the first research university to have formal and systematic liaisons with corporations. The [Industrial Liaison Program](#) was founded 75 years ago to facilitate the sharing of knowledge between academics and industry and to foster engagement between both worlds aimed at advancing science and technology. Today, ILP helps companies by scheduling and facilitating face-to-face meetings with MIT faculty, coordinating on-campus networking activities, and advising company managers on how to navigate, adapt and benefit from the dynamic, interdisciplinary MIT environment. Over 235 of the world's leading companies partner with ILP to advance their research agendas at MIT. The program serves companies across the globe and is organized both geographically and by industry. In addition to corporate partners,

ILP also helps regional governmental organizations who look to the unique, entrepreneurial MIT/Cambridge environment as they begin to develop their own innovative ecosystems.

The work of ILP is carried out by a diverse and talented team of 33 Program Directors. Program Directors possess years of experience in both the corporate and academic worlds and guide ILP member companies in identifying the future trends of their industries. Each Program Director manages a portfolio of ILP member companies, and their primary role is to match company research interests with relevant MIT faculty and researchers. By joining ILP, companies gain access to MIT's ecosystem of academics, startups, and industry. Member companies are presented with opportunities to be included in selective consortia, research initiatives, and workshops and to gather unique intelligence to feed their vision and strategy.

MIT STARTUP EXCHANGE

[MIT Startup Exchange](#) actively promotes collaboration and partnerships between MIT-connected startups and industry. Qualified “MIT-connected” startups are those founded and/or led by MIT faculty, staff, or alumni, or are based on MIT-licensed technology. MIT Startup Exchange maintains a proprietary database of over 1,400 MIT-connected startups with roots across MIT departments, labs, and centers and monthly additions are helping to shape and define an innovative and entrepreneurial community. Industry participants are principally members of MIT’s Industrial Liaison Program, and those relationships are facilitated by Program Directors within ILP. The Startup Exchange hosts a robust schedule of workshops and showcases and facilitates networking and introductions between startups and corporate executives. Increasingly, on-campus agendas include MIT Startup Exchange startups because of their potential to rapidly explore and assess new technologies.

KEY OPPORTUNITIES AND CHALLENGES

The Executive Director of Corporate Relations reports to the Associate Provost and provides strategic direction and operational guidance for OCR. The Executive Director will demonstrate superb interpersonal and collaborative skills and work in partnership with OSATT leadership to support MIT leadership, deans, department heads, institute and center directors, and faculty across units who are the source of MIT’s intellectual vitality. Externally, the Executive Director is well known as a trusted point of contact and MIT representative. The Executive Director oversees a total of 55 OCR staff. MIT seeks an Executive Director who will build upon recent momentum and successes by addressing the following challenges and opportunities:

Foster collaboration within OSATT and deepen connections across the Institute to strategically grow ILP membership.

The success of the Executive Director will ultimately be determined by their ability to actively promote collaboration and partnerships between MIT researchers and industry, and strategically grow ILP membership. To achieve these goals, OCR must be recognized across the Institute as a valuable resource

that helps faculty connect with corporate partners and supports those connections by stewarding research projects through all stages of development. The Executive Director will collaborate closely with the Technology Licensing Office and the OSATT Core teams to ensure that relationships with external sponsors are collaborative, forward-looking, and built on strong, consistent communications from “one MIT.”

Support OCR staff in their mission to provide exceptional service to faculty.

The Office of Corporate Relations works with faculty to identify current and upcoming research priorities and, to be successful, the Executive Director must understand the value, importance, and challenges of supporting world-class researchers. In a decentralized university environment, the Executive Director will lead efforts to ensure that the structures and resources are in place to support faculty across campus and empower OCR Program Directors to be an agile and effective team. The Office of Corporate Relations must be seen as an enabler of new ideas and directions, promoting and supporting cross-disciplinary research initiatives and ensuring that faculty across MIT are well-supported in their scholarly endeavors at both small- and large scales.

Promote networking and partnership opportunities between startups and corporate executives through the MIT Startup Exchange.

Since its inception in 2014, the MIT Startup Exchange has become the largest university-based platform in the world for startups to connect with corporations. In a world impacted by climate change, public health crises, and geopolitical shifts that reverberate out to the business landscape, the current need to innovate is especially acute. The Executive Director will have the unique opportunity to oversee and support a young and rapidly growing program where entrepreneurs, global corporations, and academia coalesce to create powerful synergies that change the world.

Lead and inspire OCR staff while nurturing a positive and strong organizational culture.

The work of OCR is supported by a dedicated and highly capable staff who share a passion for their work and a commitment to the research and teaching missions of MIT, and they seek an Executive Director who will inspire, support, and guide them. The Executive Director will leverage the expertise and strengths of the staff and empower and support them to do their best work both independently and collaboratively. The Executive Director will foster a culture of excellence along with thoughtful yet bold risk-taking, responsible stewardship, and continuous learning. They will build on the strong and collegial culture that currently exists within OCR: attending to the family-like culture of the organization and at the same time ensuring that the office reaches for new levels of success and encourages and supports new ways of thinking and working. To ensure the continued success of OCR, the Executive Director will develop and promote internal growth opportunities and career pathways for junior staff and strategize how best to manage and support all staff across the organization.

Supervision Received

Associate Provost

Supervision Exercised

55 staff including 33 ILP Program Directors, five MIT Startup Exchange staff, and 17 OCR support staff.

Qualifications & Skills

MINIMUM REQUIRED EDUCATION AND EXPERIENCE:

A Master's degree in a relevant technical or business/management discipline is required. Minimum 10 years of industry or related experience required. Knowledge of multiple foreign cultures and experience doing business globally is required. Must possess superior communication, drafting, and negotiation skills. Proven ability to grasp complex legal and business issues. Excellent collaboration skills with a strong customer-focused approach. Proven ability to work effectively in support of business development and/or research administration and technology transfer professionals.

Preferred Qualifications and Competencies

High level of creativity, energy, integrity, thoughtful judgment and problem solving, decision-making, and teamwork. Demonstrated maturity and sensitivity to the needs of multiple constituencies in a complex academic environment. Knowledge of academic research principles and research integrity policy (Conflict of Interest, IRB, IACUC, etc.) a plus. Knowledge of intellectual property law (copyright, patent) a plus.

TO APPLY

MIT has retained Isaacson, Miller, a national executive search firm to assist in this recruitment. Review of candidates will begin immediately and continue until the position is filled. Nominations, inquiries, and applications, including a letter of interest describing the individual's qualifications for the position and curriculum vitae, should be sent electronically and in confidence to:

Micah Pierce, Partner
Alexandra Lolavar, Associate
Isaacson, Miller
263 Summer Street
Boston, MA 02210

To apply, please visit: <https://www.imsearch.com/open-searches/massachusetts-institute-technology/executive-director-corporate-relations-office>

MIT is an equal employment opportunity employer. All qualified applicants will receive consideration for employment and will not be discriminated against on the basis of race, color, sex, sexual orientation, gender identity, religion, disability, age, genetic information, veteran status, ancestry, or national or ethnic origin. MIT values diversity and inclusion and seeks to build and maintain a community and culture that celebrates and values diverse backgrounds, identities, and perspectives.