

## **Copper Innovation Center (CIC) – Executive Director**

### **POSITION DESCRIPTION**

**REPORTS TO:** Copper Innovation Center (CIC) – Board of Directors

**LEVEL:** Executive Director

#### **POSITION SUMMARY:**

CIC is seeking its initial Director to implement a start up research and development technology center. This is an exciting opportunity for a motivated, highly-capable individual to create substantial value by leveraging the existing programs that will fall under the CIC and establishing a versatile, dynamic, innovative and successful organization. The Director will be responsible for implementing the strategic goals and objectives of the organization, supervising staff, sub contractors, program managers and enabling the Board to fulfill its governance function.

“Leadership should have both technical expertise as well as a good understanding of the potential market.”

-- *Copper company executive*

The Director shall focus on developing, maintaining and penetrating federal government research and technology programs supported by industry partnerships. This responsibility will be accomplished by establishing a professional working relationship (up to the executive level) with customers, and by developing a core understanding of the unique business needs within the copper industry.

The Director and his/her staff shall provide highly innovative solutions, by routinely exercising independent judgment in developing methods, techniques and criteria for achieving objectives. They will Develop strategy and set all functional policy and direction. Responsibilities will include representing the CIC to the customer in all business development activities; leading large, cross-functional teams or projects that affect the organizations long-term goals and objectives. This individual will focus on developing public and private funding for the Center.

#### **ESSENTIAL FUNCTIONS:**

- To establish a self sustaining organization designed to support the entire industry and serve government customer needs.
- Use consultative, solution selling and business development skills to align the client's business needs with CIC solutions.
- Exercise highly developed business development and negotiation skills.
- Focus on client's key business challenges and drivers to position CIC as a trusted advisor and preferred customer.
- Advocate for CIC and industry member needs in negotiating and offering technical solutions.
- Submit timely and accurate proposals and continually ensure quality customer deliverables.
- Creating a continuous improvement programs in all endeavors.
- Coaching teams on their individual contributions to their success in achieving targeted technical and business results.
- Strong team leadership skills.

- In-depth knowledge of customer and industry partner business, organizational structure, business processes and financial structure.
- Business development expertise.
- Regularly developing a comprehensive business-case approach in crafting client proposals and in CIC-internal internal business practices.
- Attracting, leading, and retaining global resources and best subject matter experts.
- Expertise in managing capture plans involving complex, multi discipline programs.
- Demonstrating strong presentation and communication skills at the client Chief Executive Officer (CEO) level and maintaining industry acumen.
- Deep knowledge of the vertical industry and the client's position, challenges and strategy within the industry including intellectual property, risk assessment and compliance issues.
- Keeping abreast of industry trends as related to opportunities to create added value for the CIC.
- Solid understanding of commercial aspects and potential market for programs.
- Demonstrating strong presentation and communication skills.
- Applying Information Technology (IT) and Program Management (PM) best practices specific to the customer and CIC.
- Knowledge of copper's broad portfolio and how to integrate different solutions, or engage the appropriate resources, to create unique and innovative solutions for the customer.
- Demonstrating a successful ability to leverage CIC's portfolio and financial leveraging of technology to change the status quo with current and future partners and customers.

“The most important source of success in such a setting is the ability to manage diverse groups and work to bridge differences between various stakeholders. This requires deep organization capabilities, strong communication skills, external to working group orientation, and patience in disputes. The communication skills are of two types: horizontal to peers and vertical to oversight groups.”

-- Association staff member

## **QUALIFICATIONS:**

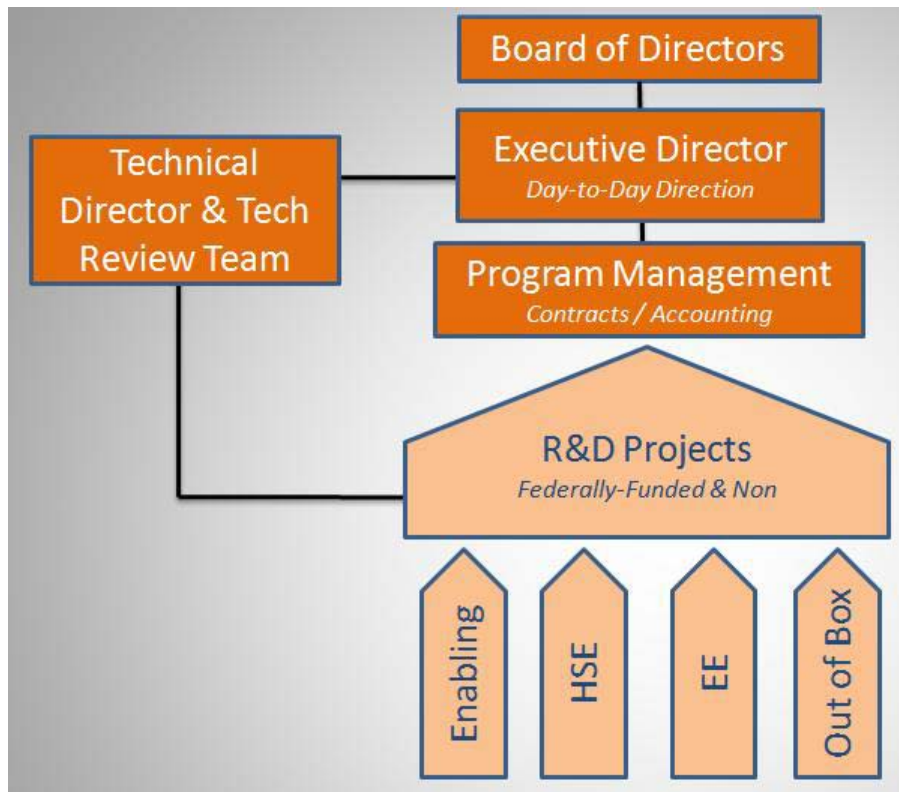
- A Bachelor's degree (Master's degree preferred).
- Minimum of 12-15 years manufacturing, materials development, and business development credentials, experienced in one or more of the following areas: RDT&E program management and partnering, deal creation, fiduciary responsibilities, business plan development, contract negotiation, business case evaluation, product management, marketing, external relationship management, and consortium management.
- Responsibility for significant diverse technical program management portfolio.
- 10 years of senior government management experience or experience/knowledge of government contracting process.
- Understanding government procurement cycles, acquisition strategies, and Federal Contract vehicles is necessary.

- Experience as a member of a management team.
- Employee and technical team member's supervision.
- Knowledge of university research labs.
- Experience in managing numerous advance concurrent projects.
- Self-motivated and driven with considerable problem solving skills and strong work ethic.
- Demonstrated leadership skills
- Strong, proactive communication skills
- Ability to advocate for specific industries.
- Outstanding private and government sector references.
- Public relations experience.
- Internal budgeting and finance experience.
- Knowledge of engineering a plus.

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## Organizational Charts

Overall CIC



Technical organization

