



University of New Hampshire

Marc Sedam

**Associate Vice Provost for Innovation and New Ventures
University of New Hampshire**

Marc Sedam, Managing Director of UNHInnovation and Associate Vice Provost for Innovation and New Ventures, has been with UNH since November 2010. Sedam has an extensive background in intellectual asset management, licensing, and start-up formation. In addition to his position with UNH, he is the founding director of the Peter T. Paul Entrepreneurship Center, and he serves as the Executive Director of the New Hampshire Innovation Research Center, New Hampshire's only translational research funding program. Prior to UNH, Sedam served as Chief Operating Officer of Qualyst, Inc., the global leader in the study of pharmaceutically relevant drug transport interactions and was responsible for all company management and P&L. Sedam was the Associate Director for Life Sciences at the University of North Carolina at Chapel Hill's technology transfer office, helping make UNC one of the top US university in start-up formation in 2001.

Additionally, Sedam worked for National Starch and Chemical Company as a food enzymologist where sales from a patented product he created exceed \$50m/year, and won the "2003 Product of the Year" from the Institute for Food Technology. Sedam has a B.S. in biochemistry from The University of New Hampshire and an MBA from the University of North Carolina at Chapel Hill's Kenan-Flagler Business School with a focus on entrepreneurship and new ventures. He teaches start-up formation using the lean startup model, and intellectual asset management at the Paul College of Business and the College of Engineering and Physical Sciences. Additionally, he is a well-known lecturer on the topics of university innovation and start-up formation.