



Industry Advisor, Synthe6 Materials Accelerator

Company Overview

Northeast Ohio's first open innovation hub, Bounce is 300,000 sq. ft. and nine stories of coworking, creative, event and professional office and lab space with more than 50 resident companies. Bounce offers a variety of programs to support tech and non-tech entrepreneurs and small businesses in an exciting, modern space designed to get work done.

Bounce programming includes a technology incubator, software accelerator and a comprehensive growth program for entrepreneurs and small businesses. Services include coworking and office space, a creative co-op/makerspace, event space and a coffee shop and café. Bounce is for entrepreneurs, freelancers, remote workers, creatives, gamers, startups, small businesses and corporate innovation teams.

Job Summary:

The Industry Advisor will leverage the Polymer Industry Cluster's strongest resource – its network of corporate partners and industry experts to support startups in gaining customer connections and connecting to industry and technical experts. They will also interface with PIC members' tech scouts to identify high-potential polymer startups for the recruiting and outreach team to target. In addition, this role will provide technical expertise to startups housed in the Bounce Innovation Hub laboratory facility.

Job Duties:

Solicit needs and market opportunities from Polymer Industry Cluster (PIC) members, which will provide basis for recruiting future startups to Synthe6 Materials Accelerator (30%)

- Coordinate with the Innovation & Commercialization Committee (I&C Committee) and R & D Committee on outreach to select PIC members to solicit their top R&D needs and perceived market opportunities
- Work with the I&C Committee to maintain a list of PIC member needs
- Collaborate with Bounce staff on creative approaches to identifying startups and university teams with products and technologies that could meet these industry needs; efforts should look at least nationwide for these solution providers
- Work with tech scouts from PIC members to ensure needs are communicated and make them partners in recruiting solution providers to the Synthe6 Materials Accelerator

Connect Synthe6 Materials Accelerator startups to PIC members (40%)

- Develop a deep knowledge of the needs, areas of interest and capabilities of PIC members
- Foster relationships with key contacts within a "coalition of the willing" of PIC members, who are willing and effective at working with startups
- Make direct introductions for startups to potential pilot sites, development partners, and customers from among the PIC corporate members and other key regional companies
- Gain access to specialized equipment and subject matter experts across corporations, universities and startups; if possible, develop a centralized database of equipment and expertise
- Develop processes to overcome objections and expedite access to equipment and expertise, particularly within corporations and universities

Serve in a limited Synthe6 EIR role (30%)

- Train innovators on the transition from idea to implementation, including a focus on identifying and prioritizing risks, data analysis, design of experiments, project management skills, and processes and procedures for scaling
- Assist in the formulation of Synthe6 Accelerator curriculum from an R&D leadership skills perspective
- In some cases, be contracted to specifically project manage high potential startup and university teams that need to hit certain milestones to spin out from their labs or otherwise take a next step; activities may include overseeing the day-to-day details and overall goals of the innovation, making sure laboratory experiments are carried out and generate data, recording and safeguarding data, providing analysis and guidance to the innovation owners, helping implement changes in research plans, scaling-up, sampling, and shipping and receiving materials in support of achieving timely milestones to commercialization

Key Requirements

- 15+ years industrial experience in STEM product development, scale-up and commercialization
- Minimum a BS/BA in chemistry, engineering, physics, biology, mathematics, or computer science; not required but welcomed are MS/MBA/Ph.D.
- Ability to adapt and learn new technologies and ideas across broad areas of STEM fields
- Experience in design and building green field and brown field STEM facilities
- Experience in bidding and contracting
- Excellent project management skills
- Manage client relationship throughout project lifecycle
- Flexible, but holds high expectations and is willing to be candid when necessary
- Excellent written, verbal and presentation communication skills
- Able to multitask, constantly assess risks, establish budgets and meet deadlines
- Maintains professionalism in face of unexpected hurdles that arise in a project's lifecycle
- Experience mentoring and coaching to a wide variety of people with varying levels of skills
- Knows stage gate/phase gate methodology and able to train others in its use
- Skill in budgeting for time, money and deliverables
- Good risk assessment skills and risk mitigation skills; able to eliminate barriers to success
- Safety oriented

Nice to have's

- Design of Experiments knowledge and statistical analysis experience
- Knowledgeable on GMP and ISO processes
- Understands medical device compliance, including when to send teams to an external resource
- Project Management Professional (PMP) certified or Certified ScrumMaster
- Six Sigma or Lean Six Sigma certification or experience
- Knowledge of supply chain, raw material sourcing or equipment sourcing