

Senior Innovation Licensing Specialist

Baptist Health Innovations

South Florida (Hybrid)

Lead the commercialization of innovations that improve healthcare.

Baptist Health Innovations is seeking a **Senior Innovation Licensing Specialist** to help transform clinical, operational, digital, and data-driven innovations into real-world impact.

This newly created senior technology transfer position offers the opportunity to work directly with physicians, researchers, clinicians, and healthcare innovators across one of the nation's leading not-for-profit health systems. Reporting to **Mark Coticchia, Corporate Vice President for Innovation**, you will identify promising innovations throughout the health system, evaluate their commercial potential, develop commercialization strategies, cultivate relationships with industry partners, and lead licensing, co-development, and other commercialization transactions.

This is an exceptional opportunity for an experienced technology transfer or innovation professional who enjoys combining commercial strategy with mission-driven healthcare innovation.

About Baptist Health South Florida

Baptist Health is the largest not-for-profit healthcare organization in South Florida, serving Miami-Dade, Broward, Palm Beach, and Monroe counties through:

- 12 hospitals
- More than 29,000 employees
- Over 4,500 physicians
- Approximately 200 outpatient centers, urgent care locations, and physician practices

Recognized by **Fortune as one of the 100 Best Companies to Work For® for 26 consecutive years**, Baptist Health combines a mission-driven culture with a longstanding commitment to innovation, quality, and compassionate patient care.

Key Responsibilities

The Senior Innovation Licensing Specialist will lead the full technology transfer lifecycle, including:

- Manage invention disclosures from initial evaluation through commercialization

- Assess patentability, commercial potential, and appropriate intellectual property protection strategies
- Coordinate with outside patent counsel on patent prosecution and portfolio management
- Develop commercialization, market-entry, and partnering strategies
- Identify, cultivate, and engage industry partners capable of advancing innovations toward market adoption
- Structure and negotiate licensing, co-development, and other technology commercialization agreements
- Coordinate legal review and internal stakeholder engagement throughout transactions
- Manage innovation databases, reporting, and portfolio tracking
- Administer active licensing agreements, including royalty collection and compliance
- Develop educational programs related to innovation, intellectual property, commercialization, and entrepreneurship
- Help strengthen innovation policies and best practices across the organization
- Build productive relationships with physicians, researchers, executives, external partners, and innovation stakeholders

What We're Looking For

Successful candidates will bring many of the following:

- Demonstrated success originating and executing technology licensing or commercialization opportunities
- Experience evaluating inventions and developing commercialization strategies
- Strong knowledge of intellectual property, licensing, technology transfer, and innovation management
- Sound judgment navigating institutional IP, data rights, legal, IT, and procurement considerations
- Credibility working with physicians, researchers, senior administrators, and external business leaders

- Excellent negotiation, communication, relationship-building, and project management skills
- Commercial creativity combined with thoughtful institutional stewardship

Experience in commercializing healthcare technologies, medical devices, digital health solutions, diagnostics, software, AI, or data-driven innovations is highly desirable.

Work Location

This is a **hybrid position based in South Florida**, with meaningful in-person collaboration expected, particularly during onboarding and as relationships are built across the health system.

Compensation

The approved base salary range for this position is **\$137,846–\$179,000**, with final compensation determined based on experience, qualifications, and internal equity.

How to Apply

Interested candidates are encouraged to apply using the link below.

The application takes approximately **7–10 minutes** to complete. A résumé is required, and a cover letter is optional.

[Apply Here](#)

If this opportunity isn't the right fit for you, but someone comes to mind, we welcome confidential referrals.