

**Chief Executive Officer
Virginia Tech Research Corporation**

The Board of Directors of the Virginia Tech Research Corporation (VTRC), a Virginia nonstock research corporation affiliated with Virginia Tech, invites nominations and applications for the position of President and Chief Executive Officer (CEO). The mission of the VTRC is to extend the impact of Virginia Tech's research and development expertise through developing, managing and performing applied research and technical services under contract with government and private sector clients, thereby supporting innovative applications of science and technology and technical assistance to enhance global competitiveness. While funded and operated as a stand alone nonprofit corporation, VTRC will collaborate closely with Virginia Tech in technical areas as appropriate to leverage the capabilities and expertise of a world-class research university.

The successful candidate will implement the strategic goals and objectives of the organization and provide direction and leadership toward the achievement of the mission of the research corporation. The CEO will report to the VTRC Board of Directors and will be responsible for establishing the strategic direction of the VTRC consistent with the Board's direction and policy. The CEO will be responsible for start-up operations and generating early stage revenue, and will plan, develop and implement strategies for generating resources and sustainable research revenues to grow the organization. The CEO will be responsible for identifying, recruiting and managing a staff of experienced and accomplished project managers in research areas consistent with the organization's strategic objectives. The CEO will provide oversight of individual projects undertaken by the organization as required to ensure quality research, efficient operations, cost effective-management of resources and desired financial results. The CEO will encourage a culture of entrepreneurship and accountability within the corporation. The CEO will promote the organization to various government funding agencies and industries, and will represent the organization at all relevant meetings as deemed appropriate by the Board. The CEO is also responsible for communicating corporate objectives and strategies to stakeholders within Virginia Tech and outside the university community.

Candidates must demonstrate a distinguished record of accomplishments related to the acquisition of applied research and development programs, as well as research collaborations with government and private sector clients. Candidates must also demonstrate an understanding of research and intellectual property policies. Additional recommended qualifications include:

- Experience in strategic planning and execution in an early stage spin-out or subsidiary company environment.
- Knowledge of government contracting and experience in identifying revenue sources and marketing, acquiring and performing research contracts with federal funding agencies and private sector clients.
- Experience in reporting to a board of directors and working with such board to formulate policy and ensure appropriate corporate governance
- Experience in providing management oversight of international operations
- Ability to develop financial plans, analyze and interpret financial data, and manage resources in an entrepreneurial research environment.
- Strong communication, presentation and public relations skills.
- Demonstrated ability to communicate and interact with officials at all levels of government and with private sectors leaders and to work effectively with a wide range of constituencies in a

diverse community. Ability to motivate teams and simultaneously manage several projects managers.

- Demonstrated ability to promote the organization and be effective in a nonprofit research and university research environment.
- Qualified to obtain a DoD security clearance if required by specific contract(s).
- Willingness to work a flexible schedule and travel as required, including support offices in the Washington DC area and in Blacksburg, VA.
- Commitment to diversity in the workplace.

About Virginia Tech Research Corporation:

VTRC is a nonstock research corporation chartered under the laws of the Commonwealth of Virginia. It has an application pending with the Internal Revenue Service for recognition of its exemption from federal income tax under Section 501(c)(3) of the Internal Revenue Code. VTRC is independent from Virginia Tech, but is operated solely in connection with and for the benefit of the university and is governed by a board of directors representing the university and industry. VTRC's mission is to extend the geographic reach and impact of Virginia Tech's research enterprise by providing applied research and development and technical services to government and private sector clients.

The Virginia Tech Research Corporation is an equal opportunity/affirmative action employer that welcomes and encourages diversity in the workplace.

About Virginia Tech:

VT is a public, land-grant university with the largest full-time student population in Virginia. With campuses in both Blacksburg and the National Capital Region, VT offers 65 bachelors and 146 masters and doctoral degree programs to more than 30,000 full-time students. Adjacent to the VT campus in Blacksburg is the thriving VT Corporate Research Center, which is home to more than 100 companies engaged in leading-edge research in diverse areas of technology. Additionally, the University has a major presence in the Washington DC region and will expand with the opening of the new 140,000 square foot VT research center in Ballston. Ranked 46th in university research in the United States, Virginia Tech's research program totals \$400 million with sponsored research of \$225 million.

Review of applications will begin July 1, 2010. Application materials must include a CV, three letters of reference, and a cover letter and should be sent to:

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