



The Institute for Advanced Composites Manufacturing Innovation
IACMI-The Composites Institute®
2730 Cherokee Farm Way, Suite 207
Knoxville, TN 37920

Job Title: Chief Commercialization Officer

Location: Remote. Requires frequent travel to Knoxville, Tenn., for key meetings and events. U.S. travel required up to 40-50%, occasional international travel required 1-2 times annually

Salary Range: \$180,000 - \$240,000 depending on experience and qualifications

Description:

The Institute for Advanced Composites Manufacturing Innovation (IACMI–The Composites Institute®) drives advanced composites innovation and workforce solutions to strengthen U.S. manufacturing and national defense. A Department of Energy-founded Manufacturing USA institute established in 2015, IACMI today unites 170+ industry, academic, and government partners to enhance products, processes, and workforce development. It collaborates with the Department of Defense to scale job skills and revitalize American manufacturing. Based in Knoxville, Tennessee, IACMI is managed by the Collaborative Composite Solutions Corporation, a not-for-profit established by The University of Tennessee Research Foundation.

We are seeking a strategic and passionate **Chief Commercialization Officer (CCO)** to maximize commercialization of technologies, providing vision, planning, and execution to drive mission success, sustainment, and growth. The ideal candidate will lead efforts to commercialize technologies that will overcome technoeconomic barriers to high volume composites adoption. As a key leadership team member, the CCO will lead the IACMI member consortium, project execution, and strategic direction. This role requires an inspirational, collaborative leader skilled in brainstorming, problem-solving, and consensus building. The CCO will be a thought leader with strong writing, public speaking, and presentation abilities to deliver impactful talks at national and international conferences.

This role requires a hands-on leader who will collaborate closely with internal business units. He/she will also provide input and authorship on funding proposals and grants while developing and overseeing strong relationships with industry leaders and partners, program sponsors, stakeholders, and researchers. A strong background in sales or product development, along with a proven track record of commercializing industrial technologies, is essential. Successful candidates will be organized, proactive, energetic self-starters who thrive in leading a diverse, distributed team to advance the composites industry through applied RD&D. This role requires the ability to function at a high capacity in individual and team situations.

We value and welcome your unique identity, background, and experiences. Qualified candidates should apply via LinkedIn or Indeed or by submitting their resumes to jobs@iacmi.org.

Responsibilities:

- Work with CTO to maximize commercialization of technologies and outcomes of R&D projects

- Assist with forming partnerships between members on ad hoc basis
- Ensure projects are aimed at long-term commercialization outcomes
- Work with the COO to ensure milestones toward the achievement of commercialization outcomes
- Report commercial outcomes in peer reviews and other reports
- Work closely with IACMI Communications team to promote outcomes
- Oversee IACMI's relationship with core R&D partners
 - Drive collaboration between universities, national laboratories, and industry partners on projects
 - Ensure core partners are aligned with IACMI objectives
 - Lead a range of capabilities to support gap-filling and avoid redundancy
 - Support reporting on developed IP and other activities to IACMI and key stakeholders
 - Foster relationships between core partners and IACMI staff
- Serve as Executive Director of the IACMI consortium, which is member-funded, allowing it to operate without dependence on federal contracts
 - Lead the development and execution of effective market driven strategies to grow/retain membership and consortium revenue for long-term sustainability
 - Develop and implement strategic outreach strategies to quantify member needs and to foster value-add engagement
 - Develop strategy to calculate and market membership value to current and new recruits
 - Lead and direct membership support staff on value-add member outreach, including following up on leads and inquiries
 - Approve membership applications and sign membership agreements as Consortium Executive Director
 - Partner with IACMI Working Groups and the CTO to facilitate the achievement of significant outcomes
 - Lead quarterly hybrid Consortium Council meetings
 - Play a key role, along with the Communications team, in planning IACMI's annual members meetings to ensure impactful programs (themes, speakers, panels, etc.) and experiences to recruit and retain value-added members.
 - Host monthly webinar, Innovation Insights, featuring the latest innovations and products from IACMI members and R&D partners
 - Develop and manage the consortium's budget, strategically allocating member dues to support its mission and objectives
 - Foster and implement projects using member Resource Pool funding
 - Represent IACMI at U.S. and international trade shows and conferences
- Act as a key member of IACMI's leadership team.
 - Support the development and execution of strategic objectives and roadmaps to expand IACMI's impact in the composites and advanced manufacturing industries.
 - Assist with identifying high-value funding opportunities, recruit industry and research partners, and play an active role in proposal development, including authorship.
 - Collaborate closely with the Communications team to plan, develop, and distribute marketing materials for programs and events, as well as create engaging media content.
 - Collaborate closely with the Workforce team to cultivate the next generation of talent on a national level in advanced technology and manufacturing.
- Perform other duties as assigned.

Qualifications:

- Bachelor's or higher degree in a related field (relevant experience considered)
- Minimum 10 years of commercial experience in the composites and advanced manufacturing industries
- Significant experience with complex, multiparty projects
- Significant experience commercializing technologies
- Experience commercializing technologies from R&D projects associated with industrial R&D
- Ability to collaborate effectively in a project team including external stakeholders
- Ability to manage multiple projects and meet deadlines
- Effective written and oral communication skills
- Demonstrated planning, organizing, and time management skills
- Highly driven, proactive, and results-oriented
- Problem solver with a proven ability to take initiative
- Experience providing input for project budgets
- Prior P&L responsibility a plus
- Experience with projects funded by U.S. Department of Defense (DoD), U.S. Department of Energy (DOE) or other federal agencies a plus
- Experience with grant writing, non-profits, or grant-funded organizations a plus
- International experience in commercial or management roles a plus
- Valid U.S. driver's license required
- Complete background and drug screens prior to employment
- Ability to move around freely, lift at least 25 lbs., and sit or stand for extended periods
- Willingness to travel up to 40-50% of the time, with overnight stays.

Benefits:

- Comprehensive benefits package, including matching 401(k), medical, dental, vision, term life, AD&D, short-term disability, and long-term disability insurance
- Flexible spending and health savings accounts
- Generous paid time off that accrues over time
- Flexible work arrangements
- Professional development opportunities
- Annual AAA Roadside Assistance membership provided