

California State University, Fresno Foundation

VENTURE COMMERCIALIZATION ASSOCIATE – WATER, ENERGY, AND TECHNOLOGY (WET) CENTER / CENTER FOR IRRIGATION TECHNOLOGY (CIT) JOB ANNOUNCEMENT #22-395

POSITION SUMMARY:	<p>Full-time, benefited position with the Water, Energy, and Technology (WET) Center and the Center for Irrigation Technology (CIT) through the California State University, Fresno Foundation. The Water, Energy and Technology (WET) Center helps ventures grow healthy businesses starting from innovative ideas to commercially viable products and services. Since 2007, we have supported water, energy and agricultural technology entrepreneurs through programs and services developed by our experienced team, with the assistance of a diverse network of industry and academic professionals. The passion of our ventures, combined with a dedicated staff and a network of technical and business expertise, makes for exciting commercialization journeys – and successful ones. Under the general supervision of the Venture Development Manager, this essential position serves in a variety of capacities and roles in the areas of innovation and commercialization, including assisting entrepreneurs on their paths to commercialization and connecting with early stage capital partners. This position will develop new programs and run existing programs to support ventures. Other general responsibilities include working with entrepreneurs on a one-on-one basis to provide support and advice, as well as facilitating a network of capital investors to participate in the ecosystem.</p>
ESSENTIAL JOB FUNCTIONS:	<p>Typical duties include, but are not limited to:</p> <ul style="list-style-type: none"> • Work one-on-one with ventures to review and modify business plans/models as needed, assist entrepreneurs in identifying relevant business support services, locate resources in the greater partner network, and more. • Responsible for the planning and execution of the WET Center’s accelerator program (Valley Ventures Accelerator) including establishing operational procedures, recruiting startups, providing intake support and curriculum evaluation, coordinating speakers, and assisting with delivering content to cohorts. • Facilitate networking between entrepreneurs and early stage capital providers that would include angel investors, venture capital firms, alternative debt financiers, and banks. • Participate in planning and implementing entrepreneurial and business support programs and workshops. • Support development and expansion of the network of investors and corporations. • Partake in the recruitment of startups to funnel into the WET Center’s programs. • Engage with national and state-wide innovation ecosystems to stay abreast with opportunities for entrepreneurs and startups. • Provide support to the WET Center communication team to market and promote success stories, WET Center program launches, and other activities. • Support the team in establishing best practices for entrepreneurial support. • Other duties as assigned.
POSITION REQUIREMENTS:	<p><i>To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.</i></p> <ul style="list-style-type: none"> • Bachelor’s degree (B.A.) from four (4) year college or university; Master’s degree preferred. • Three (3) to five (5) years of work experience in an analytical, consulting or another relevant role. • Experience in entrepreneurship and working with early-stage technology companies is preferred. • Interest in innovation and the startup ecosystem, preferably with experience working with startups and venture capital industry. • Understanding of business development and finance.

	<ul style="list-style-type: none"> • Strong interpersonal skills including written and verbal communication skills. • Self-starter who can work well independently and as part of a team. • Proficiency with common computer software programs and technology (i.e., Microsoft and Google programs, spreadsheets, databases, and specialized programs designed for business and investing). • Strong organizational skills. • Ability to adapt and thrive in a small team and in a dynamic environment. • Prior experience in the agricultural, energy or water industry sectors preferred. • Valid driver's license and reliable vehicle with required insurance, as driving may be a requirement of the position.
SALARY/BENEFITS:	\$5,500 - \$6,200 per month. Benefits include medical, dental, vision, life insurance, 401(k), vacation, sick and holiday pay.
DEADLINE:	Application review begins immediately; open until filled.
TO APPLY:	<p>Please visit the Auxiliary Human Resources page at https://auxiliary.fresnostate.edu/association/hr/employment-opportunities.html for job announcement and application. Applications may be mailed, emailed, faxed or delivered in person to:</p> <p>California State University, Fresno Auxiliary Human Resources 2771 E. Shaw Ave. (there is no suite number) Fresno, CA 93710 Fax: (559) 278-0988</p> <p>E-mail completed application & resume to: HRAUX@LISTSERV.csufresno.edu</p>

RESUMES WILL NOT BE ACCEPTED WITHOUT A COMPLETED APPLICATION

California State University, Fresno is a smoke free campus. For more information, please click <http://fresnostate.edu/adminserv/smokefree/index.html>

Employment for this position is by the California State University, Fresno Foundation. This is not a State of California position.

AN AFFIRMATIVE ACTION/EQUAL OPPORTUNITY/ADA EMPLOYER

California State University, Fresno Auxiliary Services is proud to be part of the Fresno State community. As part of the campus community, Auxiliary Services follows the CSU policy that requires all faculty, staff and students who are accessing campus facilities at any university location to be immunized (fully vaccinated) against the virus that causes COVID-19. The policy does allow for medical or religious exemption from the immunization requirement. Auxiliary Services requires all of its employees to be fully vaccinated against COVID-19 or present a medical or religious exemption and any appropriate backup documentation. Fully vaccinated is defined as having received the dose at least 14 days prior to being on boarded, if selected. Current and new employees are required to adhere to this policy by September 30, 2021 and remain in adherence after that date.