

NineSigma Job Description

Job Title: Program Manager/External Technology Sourcing Manager
Department: Program Management
Reports To: SVP Operations
FLSA Status: Exempt

SUMMARY

NineSigma, Inc. is a rapidly growing Cleveland, Ohio-based innovation sourcing firm. NineSigma enables Fortune 500 companies to source innovation from outside their organization through its proprietary Managed Exchange (M:X™) process. NineSigma is currently seeking 2-3 Program Managers/External Technology Sourcing Managers (PM) to facilitate the establishment of technical projects between clients and third parties. Program managers work with clients to capture their technology need, identify potential solution providers, and influence the client to engage with promising solution providers. The essential functions are those of technology broker and facilitator.

JOB DESCRIPTION

The Program Manager works with the client's technology managers and senior technologists to identify the company's technology needs; develop a compelling statement of need (or Request for Proposal) and identify the target respondent community that may be able to address that need. The solution provider communities are accessed via web-based means. The PM presents viable responses to the client's project team and works with them to insure a thorough review of the responses and engagement with the best identified solution providers. The PM manages multiple RFP projects across a number of client accounts.

ESSENTIAL DUTIES AND RESPONSIBILITIES include, but are not limited to:

- Manage client relationship throughout the entire NineSigma Managed Exchange (M:X™) process
- Write, review and organize Requests for Proposals and white papers
- Conduct searches for potential solution providers using various search tools
- Support clients in their review of responsive proposals and facilitate/cause the development of a relationship (agreement/contract) between client and identified solution provider
- Assist in development of alliances with solution provider communities such as universities, technical associations, inventors and entrepreneurs

PERSONAL SKILLS

- Outstanding written and oral communication skills
 - Ability to give group presentations to executive level audiences
 - Ability to coach, influence, facilitate
- Ability to translate complex technical problems into basic scientific terms, both verbally and in written form
- Ability to handle a variety of technical topics beyond one's direct field of education and experience
- Superior project management skills and ability to work under pressure and meet inflexible deadlines
- Detail oriented, effective organizational skills, and ability to prioritize workload
- Must be able to recognize and manage confidential/sensitive information
- Upbeat, positive personality and style; motivated to succeed

EDUCATION AND EXPERIENCE

Required

- Ph.D. in any of the following areas; food science/processing, physics/medical or other devices, electrical engineering/telecommunications or chemistry/chemical engineering.
- Minimum five years of leadership experience
- Minimum five years in research with solid experience in the area of proposing, initiating and managing R&D projects

Preferred

- Experience leading multidisciplinary teams
- Previous work in an industrial research and development organization
- Interactions with external as well as internal business partners
- Experience "selling" management or other stakeholders on projects or courses of action

COMPUTER/TECHNICAL SKILLS

- Medium to high user ability of Microsoft Office software, statistical and analytical tools, search engines and databases

SUPERVISORY RESPONSIBILITY

- Possible oversight of Assistant Program Managers, consultants or contractors
- Coordination with Senior Program Managers, Sales & Marketing, Operations staff

TRAVEL REQUIREMENTS

- May visit client sites for sales support as well as project development and results presentation
- Travel up to 15%

WORK ENVIRONMENT

- Non-smoking environment
- No handguns or other weapons are tolerated
- Employment is contingent on drug screening and a background check.

Please submit a letter and resume (email preferred) to:

jobs@ninesigmacorp.com