

Chao Zhang, Ph.D.

Associate Director
Office of Technology Commercialization
The University of Texas at El Paso

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WORKING EXPERIENCE

Office of Technology Commercialization, The University of Texas at el Paso, El Paso, TX

Associate Director

2016-Now

- University intellectual property identification and protection under stringent budget and timeline
- Technology commercialization through marketing UTEP technologies to industry communities, implementing license transactions and assisting university startups secure financial and strategic partnerships.
- Promoting campus-wide awareness and engagement in IP protection and technology commercialization.
- Providing guidance and counseling for fostering venture activities from faculty and students, and offered assistances in project identification, company formation, marketing analysis, business plan preparation, etc.
- Resource matching for university start-up companies in connecting them with suitable entrepreneurs, interested investors, and auxiliary advisors.

Innovation and New Ventures office, Northwestern University, Evanston, IL

Invention Manager

2007-2016

Intellectual property management

- Performed due diligence review of over 200 invention disclosures in different technology sectors, and conducted patentability and freedom to operate analysis.
- Developed and oversaw the IP portfolios of over 30 faculty members in various departments and schools, and managed over 280 U.S. and foreign patent prosecutions.

Business development and licensing

- Assessed the commercialization opportunities for new inventions, including market segmentation, competitive landscape analysis, and strategic marketing plan formulation.
- Drafted and negotiated over 60 multi-party agreements for technology commercialization, including licenses, material evaluation agreements, and confidentiality agreements.

On campus and outside university collaborations

- Worked closely with Office for Sponsored Research and Corporate Engagement Office for negotiating and managing sponsored research projects funded by foundations and industry.
- Served as university representative in drafting and negotiating joint IP management agreements and research collaboration agreements with domestic and foreign research organizations.

EDUCATION

Ph.D. Chemistry (Physical), Northwestern University, Evanston, IL

2001-2006

B.S. Chemistry (Applied Chemistry), Peking University, Beijing, China

1997-2001

PROFESSIONAL DEVELOPMENT

- February 2014, SBIR/STTR Grant Writing Workshop, PROPEL Initiative, iBIO Institute, Chicago, IL.
- June 2010, Strategies for Management of Intellectual Property, Executive Program, Kellogg School of Management, Northwestern University.
- 2007-2008, Business Writing and Communications, School of professional Studies, Northwestern University.