**Technology Scout Job Description**

**Role & Responsibilities:**

Leads the identification and evaluation of viable new technology solutions (e.g., products, ingredients, devices) by:

* Partnering with peers in Product Development and Marketing to identify external business and technology needs
* Leading the execution of scouting strategies/briefs against core business needs
* Building long-term relationships with external companies/suppliers/universities/federal laboratories that are likely to develop technology solutions in specialization/areas of interest
* Establishing in-depth knowledge of the capabilities and culture of an identified set of key suppliers. Align key supplier capabilities with the needs of Product Development, Regulatory, and Quality
* Facilitating multi-level relationship development with key suppliers to set common objectives, identify success criteria, and establish milestones that ensure success for both ABG and the supplier
* Promoting and selling external ideas/technologies to a wide-range of internal stakeholders
* Serving as the key technology expert partnering in collaborative outside research and feasibility evaluations
* Transferring new technologies to Product Development with the objective of commercializing new technologies quickly
* Conducting and/or leading the assessment of novel technologies/solutions
* Bringing “non-ready” technologies to appropriate level of technology readiness
* Documenting findings from scouting activities and effectively sharing with peers and facilitating future re-use (knowledge management)

**Requirements:**

Education: BS or MS

Basic familiarity or industry-recognized mastery of the following core skill sets and/or experience in:

* Entrepreneurial skills with experience selling external ideas to a wide-range of internal stakeholders
* Open innovation skills, either as a practitioner at a company introducing open innovation or as a consultant helping multiple companies adopt open innovation
* Establishing new relationships and technology networks across a proven, broad base of external resources
* Business development and/or technology valuation
* Marketing, financial, and business aspects of technology development
* Intellectual property issues and IP protection
* Product development processes, principles, and practices including the critical design and development phases of a project from discovery through delivery
* Approaches, tools, and techniques that promote the ability to transcend traditional ideas, rules, patterns, and relationships to create meaningful new ideas, forms, methods, and interpretations in a variety of business situations
* Evaluating propositions or hypotheses and making judgments on the basis of well-supported evidence
* Identifying and anticipating problems, reviewing related information, developing and evaluating options, making decisions, and implementing solutions
* Effectively communicating and presenting technical complex data (both verbally and written) to influence all levels and global audiences
* Applying scientific research principles and practices, experimental design, and execution, and creating or locating, interpreting, and evaluating research findings
* Planning, organizing, monitoring, and controlling projects; ensuring efficient utilization of technical resources and appropriate mitigation of risk to achieve project objectives
* Processing, documenting, and providing timely information with a high level of accuracy in a usable format
* Continuously seeking and sharing new developments, advancements, and knowledge in relevant fields
* Successful approaches, tools, and techniques for dealing with changes and adapting to a changing environment; adapting as needed to meet the requirements of the business