



AUTM Board of Directors 2020 Candidate Form



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Candidate Biography

I am currently the Head of Technology Transfer at the Institute of Science and Technology (IST) Austria, a research and graduate education institution in Vienna, Austria. I'm also the Founder and Managing Director of IST CUBE, a privately funded seed investment fund for Austrian university spin offs, and have been in charge of the development of IST PARK, the technology park adjacent to IST Austria's campus. I started all these activities from scratch and am leading these projects now with a great team of 6.

Prior to joining IST Austria, I pursued an international career in venture capital and principal investment, and strategy consulting. Most recently I was Investment Director at QIA, one of the world's preeminent sovereign wealth funds, where I was responsible for QIA's direct investments in energy and industrials. Previously I was a Principal and Recruiting Director at the Boston Consulting Group. I gathered my initial venture capital investment experience with Safeguard Scientifics and the European Investment Fund.

Candidate Q&A

Why do you want to be on the AUTM Board of Directors and what motivates you to join the AUTM Board of Directors?

I believe international representation on AUTM's board is helpful in a world where both our customers in tech/pharma as well as our hosting institutions are truly global. Serving these two industries/sectors, tech transfer in my view still has to go a long way to globalize as well.

And specifically, given my background in Europe and the US, I'm a big supporter of fostering links at any level between both.

Have you served in a volunteer leadership role for other organizations? If so, please explain.

Yes, I am board member and treasurer of the MIT Alumni Club in Austria and member of Rotary, engaged in Rotary's social program in Austria.

What special experience do you have that you feel will benefit AUTM and its members? What might distinguish you from other candidates?

Two things: First, I started the tech transfer and related activities at my institution from scratch - which means I had the luxury to develop policies, programs and structure and think about their rationale. During that process I also learned a great deal from other institutions both in the US and Europe and thus have a reasonably good overview of tech transfer at various institutions.

Second, my work included raising a venture fund and developing a tech park - two essential components for a local ecosystem.

What do you see as the major strategic issues facing technology transfer today?

First and foremost: people! We need to attract and keep stellar people in our industry. Currently, recognition, career tracks/options, incentive schemes in many places do not support attracting/retaining top people.

Particularly in Europe, where the industry in many countries is younger than in the US, standardization/industrialization of the tech transfer process is critical, too often projects are "one off", the commercialization process takes too long. TTOs should be the frontrunners in applying legaltech tools to standardize and accelerate processes.

What challenges does AUTM face that you think could be addressed by strategic discussion at the Board level?

Being based in Europe, I haven't got great visibility into the strategic discussion at the AUTM Board level but I would think that it should focus on the issues the industry is facing (see my previous point 5), i.e. attracting and retaining people and ideas to better serve our clients. As a specific example - since we are working at the intersection of legal and tech, creating testbeds for legaltech applications that (eventually) simplify our life, would be a great role for AUTM to play.

How do the terms (both responsibilities and time commitment) of the position fit within your other responsibilities?

I have now a full fledged team up and running and am confident I can set some time aside for this new role. I assume much of the discussion is done through video calls anyway, so being based in Europe should be no practical disadvantage. I have attended at least one AUTM event per year in the US in the past, and will certainly continue to do that.

How has AUTM benefitted you in your work and career?

AUTM has been tremendously helpful for me. 6 years ago I was a newcomer to the industry. Building on my previous experience in VC and consulting, I still had to learn the trade as well as get to know senior leaders in the industry who helped me develop our own program. People like

Lita Nelsen, Orin Herskovitz or Kathi Ku have all had great input into the initiatives we are now running at IST Austria.

Is there anything else you would like AUTM members to know about you before they vote?

I'm a choir singer and a huge fan of Voces8.