

## JOB DESCRIPTION

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### SAMMI DIRECTOR

#### POSITION OVERVIEW

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The San Antonio Military Medical Innovation (SAMMI) Director will support the growing military life science ecosystem in San Antonio by facilitating partnerships and innovations that help the military meet their medical mission requirements, and at the same time, create commercialization opportunities for the community. Ideally, the Director would (a) possess experience navigating the structure of the military medical branches; (b) understand the pathways to commercialization within each military service; (c) understand the capabilities of community life science assets; and (d) possess the ability to assess community technologies that may promote collaboration with military medical research and technology development to help meet military mission requirements.

#### DUTIES & RESPONSIBILITIES

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- Identify military mission-relevant technology needs and facilitate connections with potential community partners that could yield solutions and promote commercialization.
- Attend community and DoD workshops, conferences, and networking events.
- Identify local entrepreneurs/institutions/universities and researchers interested in collaborating with the military, assist in the development of a business strategy, and make the necessary connections within the military.
- Engage with community stakeholders in strategic planning and implementation of long-term goals to leverage military medical research for commercialization purposes.
- Provide navigational knowledge and support to innovators and community partners regarding the various institutional pathways of communication, partnerships, and commercialization.
- Serve as a bridge across life science sectors (military, academic, institutional, industry, etc.) and set up meetings between community partners interested in collaboration.
- Advocate for both local military medical missions and the broader San Antonio military life science ecosystem on the local, state, and national levels to help grow and recruit new missions and jobs to the community.
- Meet and work closely with the local military tech transfer offices for the Army, Navy, and Air Force in San Antonio and at their higher headquarters.
- Develop and maintain up-to-date knowledge of tri-service medical missions, ongoing initiatives, funding mechanisms and programmatic directives.
- Identify funding sources available for community-military medical collaborations.

#### QUALIFICATIONS & CORE COMPETENCIES

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- Has exceptional communication skills, with the ability to translate across military, academia, and industry.
- Comfortable presenting, networking, and maintaining strong relationships.
- Possesses strong critical thinking skills to solve problems and develop alternatives in order to reach goals and objectives.
- Enjoys working with a variety of people and participating in social environments.

- Willing to take on difficult challenges and find creative solutions.
- Committed to helping the military meet their medical mission requirements.
- Able to serve the entire community equally in helping grow the City's economy and life science industry by collaborating with the military.
- Able to effectively engage with the military environment/ personnel and the community.
- Ideally has experience:
  - Working in the life science industry with a sound knowledge of local community life science players, assets, institutions, and military medical missions;
  - Commercializing a medical device or technology in partnership with the military; and/or
  - Working directly for the military in a medical R&D capacity that involved collaboration with entities outside the military.
- Ideally knowledgeable about:
  - Interagency processes in and outside the military
  - The structure and activities of each local military medical research branch (Army/Air Force/Navy).
  - Community resources and assets available for early stage collaboration and startup assistance.
  - Tech transfer processes and commercialization pathways within Department of Defense (DoD).
  - Military medical mission task areas and ongoing military medical research.
  - Sources of local and national funding for startup companies and of the processes for applying.
  - Key personnel in the San Antonio Life Science Ecosystem, both community and military players. The Defense Acquisition System.

## **ABOUT THE TEXAS RESEARCH AND TECHNOLOGY FOUNDATION & VELOCITYTX**

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The Texas Research & Technology Foundation (TRTF) and VelocityTX are San Antonio's champions for driving economic development in and around emerging technologies. We fund and develop innovative ventures, building San Antonio's bioscience and technology economy.

For over 35 years, the Texas Research Technology Foundation (TRTF) has been successfully promoting and developing emerging technologies and the life science industry in the San Antonio area. In that time, it has established strong relationships within and become an integral part of the innovation ecosystem.

In 2010, TRTF established the McDermott Pre-Seed Fund to provide early stage funding to small and startup ventures and the McDermott Legacy Fund to continue investing in emerging technology ventures. To date, the Fund has invested in 31 small, growing bioscience and technology ventures, either through direct investment, or through investment in local venture capital funds.

In 2017, TRTF purchased the five-acre Merchant Ice complex which is located near Ft. Sam Houston. The Merchant Ice complex is being developed as an innovation center and includes an accelerator/incubator

TRTF's primary purpose and objective is to establish a strategy centered around propelling economic growth in biotechnology especially focused on local start-ups and entrepreneurial development. A robust and growing life science industry is critical to San Antonio's future economic success and is dependent on the community's support of a thriving entrepreneurial culture and the ecosystem we invest in.

Our flagship initiative will be the development of physical space – the VelocityTX Innovation Center. Through VelocityTX, a subsidiary of TRTF, this innovation hub will create a nexus of expertise designed to facilitate access to local resources which launch, accelerate, and incubate innovative technologies, especially those related to the life

sciences and military missions. The ultimate desire is to have a world-class hub of innovative activity as a part of an innovation district for science and technology that benefits the San Antonio community, the life science ecosystem, the military, and the network of partners.

## CORE VALUES

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### INTEGRITY - ALWAYS DOING THE RIGHT THING

1. Being Honest and Providing Fair Treatment
2. Demonstrating Trust Through Every Interaction
3. Placing Our Collective Interest Above Ourselves
4. Being Reliable and Delivering on Expectations
5. Being Unified and Cohesive

### VELOCITY - MOVING SUCCESS WITH MAGNITUDE AND DIRECTION

1. Having a Bias Toward Action
2. Demonstrating Skip Counting
3. Delivering Impactful Results with Speed
4. Working in Parallel

### INNOVATION - PROACTIVELY CREATING THE NEXT MODEL

1. Accelerating New Ideas
2. Every Experience is a Learning Opportunity
3. Sustaining Momentum for New Innovations
4. Being Creative
5. Initiating Change

## TO APPLY

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Please email your resume and cover letter to David Fonseca at [david@velocitytx.org](mailto:david@velocitytx.org).