Title: Director, Greenhouse Lighting and Systems Engineering (GLASE) Consortium

Position Type: Consultant

The Greenhouse Lighting and Systems Engineering (GLASE) consortium is a new and unique association of New York state scientists, engineers, and entrepreneurs from academia, industry and government. Through a multi-year, multi-disciplinary research, demonstration, and industry outreach program GLASE will develop and drive market adoption of energy-efficient greenhouse lighting and environmental control systems. The consortium is tasked with becoming financially self-sustaining by bringing together academia and marketplace knowledge to secure continued funding from government and industry.

Location: Most work will be performed in coordination with researchers at Cornell University (Ithaca, NY) and Rensselaer Polytechnic Institute (RPI; Troy, NY). Much work can be accomplished remotely, but with regularly scheduled in-person meetings as well as occasional travel to visit greenhouses, growers and potential or current consortium members.

Position/Tasks Description: The successful candidate will serve as the coordinator between all project participants. The director is expected to develop and execute a marketing plan to recruit and retain industry consortium members; manage and coordinate conference calls, progress reports, and project review meetings; prepare meeting agendas, meeting minutes, and meeting results; and, prepare planning documents and industry survey instruments involved in the creation of the Consortium. Other tasks include, but are not limited to: developing a financial sustainability plan with annual budgets and updates, and operational policies for the consortium.

Minimum Qualifications: The successful candidate will have experience managing large projects with many members, and have business and fundraising experience including business plan development and execution. The candidate will have an understanding and experience in research relating to LED lighting for plant growth, and an understanding of intellectual property and the activities needed to launch a product to commercialization. In addition, the successful candidate will have experience in working within university structures and a holistic/systems view of the relevant markets and industries across the entire product supply chain. The candidate should have a minimum of a bachelor’s degree in an appropriate technical/business field.

For more details regarding the position, and to apply please contact: Neil Mattson at nsm47@cornell.edu.

Applicants must include a cover letter outlining relevant expertise, a resume, and a minimum of three references.