

Position Announcement
Director & Professor, Product Center Food-Ag-Bio
Michigan State University

Introduction: The MSU [Product Center Food-Ag-Bio](#) is a nationally recognized leader in improving economic opportunities in the agriculture, food and bio-processing sectors. The Product Center executes three primary functions; (1) to help small-scale Michigan entrepreneurs develop and commercialize new and emerging high-value products, (2) assist in the expansion of growth oriented and large-scale ventures and (3) develop economic and market intelligence to support growth of the related industries. All functions focus on the food, agriculture and bio-processing sectors.

The Product Center forms a bridge between entrepreneurs and support services; offering business/marketing resources and technical/scientific resources while drawing from a blend of internal expertise and external partnering of MSU campus staff, faculty, specialists, a statewide innovation counselor network and various external public and private partners. It is the Product Center Director that manages this “doorway” into the university and all of the associated resources necessary to execute the primary vision of "being the go-to place for venture development assistance and market assessment research in the food, agriculture and bio-processing sectors of Michigan." Over the 12 years since its inception, the Product Center participated in the launching of 455 known new businesses and business expansions, increased annual sales \$330 million (cumulative first year sales only), increased the value of investment \$330 million, created 1,273 jobs and retained 676 jobs. The center is building a new \$5.4M facility called the Food Processing and Innovation Center that will house a universal food processing plant to serve the expansion and scale-up needs of larger growth-oriented food businesses. The Product Center’s stakeholders eagerly look forward to the identification of a new Director that will bring the energy and leadership for the next 10 years.

In addition to a well-established base of stakeholder supporters, the Product Center benefits from its affiliation with the nationally ranked Department of Agricultural, Food, and Resource Economics (AFRE), which will serve as the Director’s tenure home. The Product Center also benefits from an eight member team of PhD- and MS-holders who provide technical support to businesses, a 10 member network of MSU Extension Innovation counselors providing linkages to clientele throughout Michigan, a three member business office, and the campus assets of a top-100 university with strong focus on the food and agricultural sectors and value-chain development. The successful candidate will play both a director role and faculty role:

Director Role

- Maintaining and revising the strategic direction of the Product Center with particular attention to serving:
 - Small scale new and emerging ventures
 - Growth oriented larger scale ventures
- Developing economic and market intelligence for, clientele, agricultural and food industry associations, government agencies, and other sector leaders
- Maintaining relationships with internal and external stakeholders
- Supervision of all Product Center personnel
- Budget oversight
- Revenue generation
- As called upon, strategic advisor to department and college leadership

Faculty Role

- Create an internationally recognized, externally funded program of research in entrepreneurship, value chain management, and innovation
- Integrate the activities of the Product Center with the teaching, research, and outreach of AFRE, the MSU College of Agriculture and Natural Resources, and the broader university
- Teach one business-related AFRE course per year
- Supervise graduate students

In summary, we seek an individual with the personal and intellectual skills and experience to manage a university center with a creative and entrepreneurial spirit by upholding the visions of the University and Product Center and by strategically engaging faculty, administration, staff and external stakeholders. A doctoral degree in agricultural economics or a related discipline and publication/grant writing record consistent with rank of a tenured full professor are required. Business and venture acceleration and academic or outreach leadership experience are desirable.

Applications: The position is posted online at MSU's employment website under posting #1581. All application materials should include curriculum vitae, letter of application, and contact information for at least three references. Application materials must be uploaded at: <http://jobs.msu.edu>. Applicants experiencing difficulties entering material to the on line system are welcome to call MSU Academic Human Resources (517) 355-1526 for technical assistance. Screening will begin on September 2, 2015.

For additional information: about the University and its extensive commitments in international education and programs, see www.msu.edu, www.canr.msu.edu, www.afre.msu.edu, and www.productcenter.msu.edu.

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