

Managing Director (f/m/d)

Innovation Hub Graz GmbH, university technology transfer company

The three large universities in Graz are establishing a joint technology transfer company, the **Innovation Hub Graz GmbH (IHG)**. As the central hub for the location, the IHG pools and professionalises the potential of academic spin-offs. The aim is to bring together the best university start-ups within the GmbH and to systematically develop them to investment readiness.

For the successful set-up and the operational management of this new organisation, we are looking for an accomplished, entrepreneurial leader to start as soon as possible.

Your responsibilities:

- **Overall operational management & set-up** of the company, of its organisational and process structures as well as of the IT landscape
- **Establishing the spin-off strategy** (*scouting* → *readiness* → *exit*) in compliance with governance and intellectual property guidelines
- **People scouting:** identifying and bringing together suitable founders, mentors and advisors to form successful founding teams
- **Venture capital & investor management:** building up an (inter-)national network as well as supporting financing processes and further negotiations through to closing
- **Coordination of the financing bridge** provided by public funding bodies (aws, FFG, SFG, EIC) and business angels
- **Ecosystem development:** connecting the spin-off projects with regional and European innovation players
- **Stakeholder management:** actively steering the cooperation with the three owner universities, the supervisory board and relevant public and private partners
- Building up and leading the team, budget and results responsibility, external representation

Your profile:

- Many years of leadership experience in innovation management, in the start-up ecosystem, in technology transfer or in venture capital, ideally with a demonstrable track record
- International experience in a venture capital, investment or financing environment as well as a corresponding (inter-)national network is an advantage
- Sound practical and negotiating experience in IP, licensing and corporate law
- Experience in building up organisations
- Strong negotiating skills and diplomatic finesse in dealing with academic and business stakeholders, combined with a genuine entrepreneurial spirit
- Command of German and English at negotiation level, both written and spoken
- Ideally your own entrepreneurial experience in building, scaling and/or successfully exiting one or more companies

What we offer:

- An absolutely key position with maximum scope for shaping it, at the interface between science and the world of finance
- You report directly to the supervisory board. The company will be endowed with share capital by the universities.

The position is to be filled as soon as possible and is offered as a full-time role, limited to five years. Reappointment is possible.

We are actively committed to diversity, equal opportunities and increasing the proportion of women in leadership positions. Qualified women as well as people with disabilities are therefore expressly invited to apply and will be given preference if equally qualified.

If you are interested in this key position, please submit your application, presenting your qualifications in a comprehensible manner and including the usual documents (CV, letter of motivation, references), by **19 October 2026 at the latest** (date of receipt) via the [online job portal](#) of the appointed HR consultancy. Any costs incurred in connection with the application or with participation in the selection procedure will not be reimbursed.

Laura Beichler, MSc will be happy to answer any questions you may have and assures you that your application will be treated in absolute confidence.

Laura Beichler, MSc

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