

KATHERINE SANTOS

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EDUCATION

Fulbright Ph.D. Student, Innovation in Global Development August 2022 - Present

Arizona State University

Research areas: Innovation models, Entrepreneurship ecosystems, technology transfer, university-business relationship, and intellectual property.

Master of Innovation August 2017 – August 2019

Pontificia Universidad Católica de Chile

Master's research project: "Study of business incubators in the national and international entrepreneurship ecosystem, focusing on incubators associated with universities and their incubation methodology".

Business Administrator March 2007 – December 2011

Universidad de Concepción- Chile

Undergraduate research project: "Identification and evaluation of success factors of management and exploitation areas of benthic resources in the 10th "Region de los Lagos".

Research areas: Econometrics, microeconomics, project evaluation

Achievements: Member of the University Social Responsibility Group (RSU) 2007-2011. Director of the RSU micro-entrepreneurs course.

PROFESSIONAL EXPERIENCE

Head of Ecosystems and Transfer Department March 2021 – June 2022

Instituto Profesional AIEP – National Innovation Office

- Developed of the area of ecosystem and transfer within the institution
- Developed of institutional policies for the creation of spin-offs, intellectual property regulations and technology transfer.
- Creation of the entrepreneurship route for the institution.
- Generation of 3 collaboration agreements with national institutions and one agreement with international institutions.

Technology transfer Executive March 2018 – March 2021

Universidad de Valparaíso – Innovation and Technology Transfer Office

- Coordinated inter-institutional project (3 universities) with public funding of 900,000 USD.
- Generated a strategic plan for the Science faculty of the University of Valparaíso.
- Facilitated working groups for the generation of a strategic plan at the inter-institutional level of 3 science faculties of 3 universities in Chile
- Created the first internal entrepreneurship program of the University.

Business Incubator Executive October 2018 – July 2019

Universidad Tecnológica – INACAP Chile

- Accompanied and mentored 5 startups with public funding of USD 25,000 each for 1 year to improve their business models.
- Formalized an agreement with LATAM business incubators
- Reviewed, analyzed and provided recommendations to the institution's business incubation manual.

Coordinator of Processes and Funding August 2017 – October 2018

National Commission for Scientific and Technological Research – CONICYT CHILE – Scientific Information Program

- Coordinated 2 public competitive funds from the creation of bases, formation of evaluation committees, awarding of projects and monitoring and follow-up (5 projects for each competitive fund)
- Monitored financially and technically 15 research projects related to the strengthening of scientific journals in universities and 10 information pluralism projects

Project Engineer

August 2012 – July 2017

Vicerector of research and Development – Universidad de Concepción

- Managed, processed and financially accounted for 30 publicly-funded research projects in various disciplines
- Coordinated for 3 years the application of research projects to one of the most competitive public funds at national level (Fondef - Conicyt) applying around 100 projects per year and awarding between 10 - 15 projects each year, positioning the Universidad de Concepción as the university with the most awarded projects

AWARDS & HONORS

- 2019 BIO Scholarship, awarded by Fulbright Chile and ANID/CONICYT, Becas Chile
- 2017-2019 Master of Innovation, awarded by Pontificia Universidad Católica de Chile. 20% University tuition
- 2007-2011 Bicentenario Scholarship, awarded by the State of Chile. 50% University tuition
- 2007-2011 University credit solidarity fund, awarded by the State of Chile. 50% University tuition

PROJECTS:

Research Assistant, Chilean Team

2020-2023

CYTED PCTI-LALICS Network Science, Technology and Innovation Policies oriented to the solution of national concerns. Funded by the Ibero-American Program of Science and Technology for Development - CYTED (620RT0012).

Coordinator

2022-2023

Yakana: Platform for the develop of innovative business that respond to the socio-productive challenges of the O'Higgins Region – 22VIR-207867

Coordinator

2019-2020

Our Future, Our Responsibility: An Innovative Alliance for the transfer of science and the strengthening of local, national and international development - Science 2030- 20CEIN2-14143

COURSES & ADDITIONAL INFORMATION

- **Advanced Course on Patents** **September 2020 - December 2020**
World Intellectual Property Organization
- **General Course on Intellectual Property** **May 2020**
World Intellectual Property Organization
- **Course on Intellectual Property Management** **September 2019 - December 2019**
World Intellectual Property Organization
- **Technology Transfer Commercialization HUB for the Americas** **November 2019**
Organization of American States.
- **Building University-Industry Relationships** **August 2019**
Oxentia, Oxford Global Innovation Consultant
- **Commercialising Software and Digital Know-How** **August 2019**
Oxentia, Oxford Global Innovation Consultancy.
- **Entrepreneurship Mentor accredited** **March 2019**
Mentoring Network of Spain