

James E. Fritz **Executive Director, Innovation Business Development**



Biographical Profile

As Executive Director, Innovation Business Development (IBD), Jim Fritz works closely with the IBD team, internal stakeholders and external consultants to monetize United Technologies Corporation (UTC) intellectual property and technology know-how through developing and negotiating innovative business deals outside of UTC's traditional markets. In addition to his business development role, Fritz leads IBD's technology sourcing and market intelligence functions to guide ideation sessions with business units, evaluate suitability of technologies for new markets, and manage research projects focused on technology validation. He also serves as operational lead for IBD, managing internal resource and budget allocation and overseeing IBD's key internal processes and standard work. Additionally, he manages the UTRC Competitive Intelligence team.

Previously, Fritz served as Director of Operations, UTRC, responsible for the day-to-day coordination of the 600 person global enterprise as well as ACE/Quality, Communications, Competitive Intelligence, Design & Prototyping, EH&S, Facilities, IT, and Supply Chain Management. Prior to this position, he was Manager, Strategic Planning, at UTRC where he planned and implemented strategic technology initiatives, including the establishment of UTC's European research hub, UTRC Ireland. Before re-joining UTC in 2007, he spent 13 years at the Ensign-Bickford Aerospace and Defense Company (EBA&D), a supplier of explosive and pyrotechnic systems for aerospace and defense applications, holding various roles in engineering management and strategy development. Fritz started his career in the Space and Sea Systems Department of Hamilton Standard, now a part of United Technologies Aerospace Systems (UTAS).

Fritz serves as UTC's voting representative for the Industrial Research Institute; on the Steering Board of the Ireland-based International Energy Research Centre, a collaborative state/industry partnership focused on integrated energy system research; as Chairman of the Board for UTRC China, Ltd.; and as the Executive Champion for UTRC's Women's Forum and UTRC's Special Olympics.

Fritz is the inventor of or co-inventor on nine U.S. patents. He holds an Executive MBA from the University of Connecticut, Storrs, Connecticut; an M.S. in mechanical engineering from Rensselaer Polytechnic Institute, Troy, New York; and a B.S. in mechanical engineering from the University of Connecticut.