



BIOMEDICAL SCIENCE FOR THE BENEFIT OF SOCIETY

“Business Development Manager. New Ventures” *Centre for Genomic Regulation (CRG)*

The Institute

The Centre for Genomic Regulation (CRG) is an international biomedical research institute of excellence, based in Barcelona, Spain, with more than 400 scientists from 44 countries. The CRG shares principles of an interdisciplinary, motivated and creative scientific team that is supported by high-end and innovative technologies and a flexible and efficient administration.

The Centro Nacional de Análisis Genómico (CNAG-CRG) is integrated in the CRG and is one of the largest Genome Sequencing Centers in Europe. CNAG-CRG researchers participate in major International Genomic Initiatives, many of them linked to biomedical science and Precision Medicine.

In November 2013, the Centre for Genomic Regulation (CRG) received the '[HR Excellence in Research](#)' logo from the European Commission. This is a recognition of the Institute's commitment to developing an HR Strategy for Researchers, designed to bring the practices and procedures in line with the principles of the [European Charter for Researchers](#) and the [Code of Conduct for the Recruitment of Researchers](#) (Charter and Code).

[Please, check out our Recruitment Policy](#)

The role

We are seeking for an experienced entrepreneur / business developer to support the exploitation of CRG Intellectual Property portfolio in the field of WGS-based clinical diagnostics.

The successful candidate will:

- Collaborate closely with the TBDO and the CNAG-CRG's Bioinformatic Unit to assess new venture or licensing opportunities based on CRG portfolio of tools and pipelines to improve and facilitate diagnostics within the scope of Precision Medicine. He or she will research the market and opportunities for the product.
- Coordinate with TBDO team all actions required to draft a business plan.
- Coordinate with TBDO team road shows for eventual venture capital funding and prepare corporate structure and management.
- Establish contacts and take the lead in conversations with key stakeholders including KOLs, CROs (regulatory, manufacturing...), investors, biotech and pharma -industry representatives.
- Support TBDO team in securing IPR and contract negotiations with investors and industry.

About the team

The technology and business development office (TBDO) engages with CRG's scientists with ambition to transfer scientific results into the marketplace. Our aim is to ensure beneficial impact on society. We strike for an inclusive environment of scientific and entrepreneurial excellence, offering CRG's scientist business oriented training and connections with investors and industry experts. TBDO strategically evaluates, protects and commercializes products and services for the life science sector through licensing and launching of spin off companies.

The CNAG-CRG Bioinformatics Analysis Unit is formed by 19 highly-trained members with a wide range of skills, including bioinformatics analysis, medical genomics, software development and engineering. The Unit is focused on NGS data analysis and tool development mostly related to human health, and participates in several major national and international initiatives.

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Whom would we like to hire?

Professional experience

Must Have

- You are an innovator and you have at least 2 years of experience in the start-up arena or equivalent entrepreneurial or innovation experience.
- You have a scientific background in Bioinformatics, Bioengineering or Biomedicine.
- You have proven experience in business development activities.

Desirable but not required/ Nice to have

- You have played a key role in investments in life science companies.
- You have experience in bioinformatics companies.

Education and training

- You hold a Bachelor, PhD or MSc in Biomedicine related fields

Languages

- You are proficient in Spanish and English

Technical skills

- Written skills to elaborate financial and business reports
- Skills to elaborate marketing material
- You have advanced MS Office skills

Competences

- Highly developed organization skills
- Excellent communication and inter-personal skills
- Ability to build meaningful relationships with different stakeholders across the life sciences industry
- You have analytical skills.
- You are goal minded.

The Offer – Working Conditions

- **Contract duration:** 18 months
- **Estimated annual gross salary:** Salary is commensurate with qualifications and consistent with our pay scales.
- **Target start date:** 1 February 2020 (*)

(*) This offer is subject to CRG being awarded a project under the call launched by Agència de Gestió d'Ajuts Universitaris i de Recerca (AGAUR) and published at EMC/1954/2019, 16 July 2019, whose results will be made public by AGAUR by the end of January 2020.

We provide a highly stimulating environment with state-of-the-art infrastructures, and unique professional career development opportunities. To check out our training and development portfolio, please visit our website in the [training section](#).

We offer and promote a diverse and inclusive environment and welcomes applicants regardless of age, disability, gender, nationality, race, religion or sexual orientation.





The CRG is committed to reconcile a work and family life of its employees and are offering extended vacation period and the possibility to benefit from flexible working hours.

Application Procedure

All applications must include:

1. A motivation letter addressed to Dr Anabel Sanz.
2. A complete CV including contact details.
3. Contact details of two referees.

All applications must be addressed to Dr Anabel Sanz and be submitted online on the CRG Career site - <http://www.crg.eu/en/content/careers/job-opportunities>

Deadline: Please submit your application by 20th September 2019



HR EXCELLENCE IN RESEARCH

