

R+D Transfer Specialist in the life science-In-Vitro Diagnostic field based in Shanghai, China

Research transforms money into knowledge ... technology transfer transforms knowledge into money." Geoffrey Nicholson, father of the Post-It

Transfer Specialist covers the value chain linking **R&D** to its **market** deployment and **vice versa**, understanding **customer** needs related to the use and features of the products and to transfer that information and to assess the R&D **scientist and engineers** to allow them re-designing, updating or upgrading the products of interest.

The **R+D-TS** should be able to **understand the scientific and technological basic fundamentals of the products** developed by BioSystems and to explain the use and the methodology to the scientists and technical staff of **local industries** willing to increase its competitiveness and to **assure the business** through commercial agreements with companies to return the investment and further develop new or better IVD products.

The products are mainly reagents based on **enzymatic biochemistry reactions or Ag-Ab protein interactions**, designed to be used in **automated analysis instruments** based on photometric detection.

It may be needed to **work** either at BioSystems **R&D laboratories** to gain knowledge or at customer laboratories to demonstrate its reliability and performance and to validate their use with real samples and real conditions **with the customer**.

It is also required to contribute to **identify high quality potential critical raw material suppliers** of enzymes, antigens and antibodies, reagents components or OEM reagents in bulk and also instruments critical components, such mechanical, fluidic and electronic subsystems and to evaluate its reliability and adequacy and to validate them before establishing formal agreements of supply and to deal for the most adequate **purchasing conditions**.

The **candidates** must have a **scientific and technological background** and skills and expertise in **doing or managing R&D projects** on the **IVD** field, and to **communicate** and do **tech-transfer** in an efficient and consistent manner.

Desired know-how, experience and skills such as:

- Scientific and technological basic fundamentals knowledge in the Life-Science and/or IVD field
- Experience in doing, conducting and/or managing Research Projects in IVD, Life Sciences or Veterinary fields
- Technology transfer and project management
- Fluent and demonstrated communication skills to scientists and technical audits
- IP and Licensing protection and product registration process
- Promotion and commercial negotiation
- Technical and market studies and evaluation
- Identification of market and business opportunities
- Networking and cross cultural relationship skills
- Tidy, proactive, structured mind-set, executive, problem solving, analytical and critical thinking, assertive, agile, communication, easy-going...
- Availability to travel abroad and frequently
- Advanced level of English and desirable Spanish