



The Vall d'Hebron Research Institute (VHIR) is a public sector institution that promotes and develops the research, innovation and biosanitary teaching of the Vall d'Hebron University Hospital. Through the excellence of our research, we identify and apply new solutions to the health problems of society and we contribute to spread them around the world.



HR EXCELLENCE IN RESEARCH

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This recognition proves that VHIR endorses the general principles of the European Charter for Researchers and a Code of Conduct for the Recruitment of Researchers (**Charter & Code**).

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# Business Development Manager

## Business Development Unit

VHIR offers a vacant position for a Business Development Manager to join the Business Development team and provide close support to researchers and clinicians in the development of healthcare innovative solutions and managing alliance, partnerships and promoting and supporting entrepreneurial culture. The Business Development Unit mission is to transform excellence in research, and clinical care into new products, services and processes and improve public-private partnerships and entrepreneurship generating impact on patient health and social-economic impact.

In recent years, VHIR has developed a new innovation and business development model that has enabled to accelerate the translation of research findings into clinical practice. The principles of this model are the foundation of VHIR's approach to innovation and technology transfer: collaboration, entrepreneurship, and impact. As a result, in the last years 13 technologies have been licensed, and 11 new spin-offs and start-ups have been created, which have generated more than 60 jobs, raised more than 62M€ investment and over 20M€ in competitive funds, and have a market value of +450M€.

To consolidate public-private relationships, the new VHIR building (to be finished in June 2024) will have 800 m<sup>2</sup> exclusively dedicated to create an Innovation Hub. This space is designed as a place for co-creation where researchers and companies can work closely together, in a real clinical and academic environment, with the aim of transforming the collaboration model and bringing industry and research even closer together.

The success of VHIR's innovation and business development model has positioned the organization as a leader in biomedical research and a key contributor to the development of new therapies and technologies that have the potential to improve patient outcomes and transform healthcare. As VHIR continues to refine and improve its



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innovation and business development model, it is poised to make even greater contributions to the field of biomedical research and to society as a whole.

## JOB DESCRIPTION

### Education and qualifications:

#### Required:

- Bachelor's degree in Life Science, Business Administration and/or Engineering related to healthcare sector.
- M.Sc. in Life Sciences, Business Administration and/or Engineering related to healthcare sector.
- Fluency in Catalan, Spanish, English (business level)

#### Desired:

- MBA, Specific/Additional training in Project Management, other studies related to Business, Entrepreneurship and Innovation.
- Additional European languages

### Experience and knowledge:

#### Required:

- At least 2-3 years of experience in private or public environment working in business development initiatives managing projects in public private collaboration and generation of spin off/start up.
- Active participation in business and innovation systems within the national and international healthcare environment.
- Knowledge of national and international healthcare market and ecosystems.



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- Project scouting.
- Negotiation skills.
- Good communication skills.

#### Desired:

- Knowledge of public-private funding.
- Healthcare market analysis.

#### Main responsibilities and duties:

- Management of **business development activities** in accordance to the innovation process and BD unit KPIs.
- Organization and Management of **scouting activities**, analysis and evaluation of the feasibility of new collaboration and start up projects.
- Management of **services activities**, promoting institutional innovation and tech transfer expertise
- Management and promotion of **start up activities**, from scouting to negotiation and follow up.
- Management of **public-private collaborations** both nationally and internationally and strategic alliances with technology transfer capacity with institutions and companies in medical, biomedical and technological technology.
- **Management** of the portfolio of collaboration projects.
- **Negotiation** with companies and partners to push forward the collaboration and start up projects.
- **Coordinate and Realize activities** in close collaboration with the Innovation Unit and others VHIR Units.
- **Dynamize and coordinate Innovation HUB** activities



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- Active **Promotion** in the awareness activities among the research community of VHIR and **Participation in events** and networking within the sector and area of specialty.

### Labour conditions:

- Full-time position: 40h/week.
- Starting date: immediate.
- Gross annual salary: Remuneration will depend on experience and skills. Salary ranges are consistent with our
- Collective Agreement pay scale
- Contract: Open-ended contract linked to the project

### What can we offer?

- Incorporation to Vall d'Hebron Research Institute (VHIR), a public sector institution that promotes and develops the biomedical research, innovation and teaching at Vall d'Hebron University Hospital (HUVH), the biggest hospital of Barcelona and the largest of Catalan Institute of Health (ICS).
- A scientific environment of excellence, highly dynamic, where high-end biomedical projects are continuously developed.
- Continuous learning and a wide range of responsibilities within a stimulating work environment.
- Individual training opportunities.
- Flexible working hours.
- 23 days of holidays + 9 personal days.
- Flexible Remuneration Program (including dining checks, health insurance, transportation and more)
- Corporate Benefits: platform through which you can obtain significant discounts on travel, culture, technology, gastronomy, sports... among many others.



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- **Healthy Offering:** choose from a variety of wellbeing focused activities to be the healthiest you.

### How to apply:

Applicants should submit a full Curriculum Vitae and a motivation letter with the reference “Business Development Manager” to the following email address: [seleccio@vhir.org](mailto:seleccio@vhir.org)

### Deadline to apply: 19-04-2024

The Fundació Hospital Universitari Vall d'Hebron-Institut de Recerca - "VHIR"-, with NIF G-60594009, address in Barcelona -08035-Passeig Vall d'Hebron 119-129, Edifici Mediterrània, 2a planta and telephone (34) 934 89 30 00 is the data controller for the processing of your personal data. The data will be processed exclusively for the purpose of managing your participation in the selection process, as well as, if necessary, managing your participation in other selection processes.

Unless you give your informed consent to keep your personal data for future selection processes, in the event that the selection process is completed and you are not the person selected, your personal data will be deleted and blocked in order to be able to respond to any possible liabilities that may arise.

The legal basis of the processing is the execution of a contract to which the data subject is party or in order to take steps at the request of the data subject prior to entering into a contract.

The recipient of the data will be the VHIR's Professional Development personnel and no transfer of personal data is foreseen, except for the fulfilment of legal obligations applicable to the data controller. International data transfers are not foreseen. No automated decisions will be taken, including profiling. In general, personal data will not be communicated to third parties, except for legal obligations in accordance with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 (GDPR) to persons who are entitled to request them. You have the rights of access, rectification, deletion, portability, limitation and opposition that can be exercised at any time through the email [dpd@ticsalutsocial.cat](mailto:dpd@ticsalutsocial.cat) or [lopd@vhir.org](mailto:lopd@vhir.org). In compliance with Regulation (EU) 2016/679, the VHIR has appointed a data protection officer, whose contact details are [dpd@ticsalutsocial.cat](mailto:dpd@ticsalutsocial.cat). You can also lodge a complaint with the competent Data Protection Authority by contacting [www.apdcat.cat](http://www.apdcat.cat) or [www.aepd.es](http://www.aepd.es).