



“Head of Technology & Business Development Office” *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.

CRG has been conferred with a badge of ‘HR Excellence in Research’ by the European Commission, in recognition to its progress in implementing the European Charter for Researchers and the Code of Conduct for Recruitment of Researchers, that among others consists of transparent, merit-based recruitment procedures and attractive work-life balance working conditions.

For further information: www.crg.eu

The role

Reporting to the Director and aligned with the priorities of the CRG, the mission of the Head of Technology & Business Development Office (TBDO -<http://tbdo.crg.eu/>) is to outline, deploy and evaluate the Innovation and Business Strategy of the institution, facilitating the exploitation of CRG research results for the public good and to help promoting the economic growth of the life sciences sector in Spain.

The Head of TBDO must ensure and enable the identification and evaluation of inventions and products with commercial potential; secure the necessary intellectual property (IP) rights; marketing and exploitation of CRG’s know-how and technologies through licensing and the foundation of start-up and spin-off companies and establish collaboration and service research agreements with companies.

The main duties of this position will be:

Leadership:

- Leading, overseeing and evaluating the operations and performance of the team (currently 3 members and part-time administrative support) to ensure progress towards the strategic objectives of the Institute and the priorities of the Office, while supporting their professional empowerment and commitment.
- Promoting and guiding the design and deployment of appropriate innovation strategies and programs across the Institute.
- Actively engaging with the scientific community to promote entrepreneurship, innovation culture and create translational opportunities for the scientists and the CRG

Technology Development:

- Working closely with the research community, monitor ongoing research for early identification of potential intellectual property arising from CRG research projects, fostering further exploitation or partnering with relevant third parties.
- Defining and overseeing proof of concept programs, providing support at all levels of translational research.





Business Development:

- Designing and implementing the best business strategy for each given capability, invention or technology, in order to successfully transfer it to the market.
- Reviewing, direct negotiating and executing research collaboration, licencing, stakeholder agreements, etc.
- Supporting the establishment of spin-off and start-up companies, helping in the development of business plans and administrative issues.

Corporate Alliances:

- Developing and maintaining the relationship between the CRG and various stakeholders in the innovation sector at national and international level.
- Leading the development of technologies and commercialization of products and promote them by identifying potential technology partners, entrepreneurs and investors.

Training and dissemination:

- Participate in training and dissemination activities aligned with the mission and objectives of the institute in the area of technology and business development.

Whom would we like to hire?

Education and training:

- You hold a MD or PhD in life sciences (with excellent qualifications).
- You have training in business (MBA, and/or intellectual property/entrepreneurship) relevant to the position.

Professional Experience:

- You have 10 years of research experience in Life Sciences with proven record of publications.
- You have 3 years' experience as a postdoc, in industry or academia in the Life Sciences sector.
- You have deep knowledge of business development, intellectual property, and legal matters.
- You have experience evaluating research projects.
- You have a network of relevant national and international contacts in the world of science, innovation, business development and industry.
- You have experience in working in an international and multicultural environment.

Languages:

- You have full business and scientific proficiency in English.
- You have professional working proficiency in Spanish.

Technical Skills:

- You are an advanced user of project management tools and MS-Office applications.
- You have experience with specialized tools, search engines and resources related to the technology and business development activities.

Soft Skills:

- You have excellent strategic vision, organisational and analytical competences.
- You are an excellent, empathic communicator and have great interpersonal skills.
- You are a team player ready to support and build joint projects with other Departments and Institute stakeholders.
- You have the ability to meet strict deadlines and work on several projects simultaneously.
- You are proactive, and have a flexible and problem-solving attitude.





- You are a self-starter capable of identifying and assessing opportunities for commercialisation and networking with academics and industrialists and to realise those opportunities.
- You have effective negotiation and persuasion skills.

The Offer

- **Contract duration:** To be negotiated
- **Estimated annual gross salary:** Internationally competitive salary according to qualifications and experience
- **Target start date:** From 1st of October 2018

We provide a highly stimulating environment with highly motivated staff, state-of-the-art infrastructures and unique professional career development opportunities.

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

We are committed to reconcile a work and family life for our employees and are offering the opportunity to benefit from annual leaves, flexible working hours and teleworking.

Application Procedure

All applications must include:

1. A motivation letter addressed to Dr Luis Serrano.
2. A complete CV including contact details.
3. Contact details of three to five referees.

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

Deadline: Please submit your application by the 15th of July, 2018

Interviews: Candidates will be invited to an Interview held during the month of September 2018, at the CRG in Barcelona, Spain.

