



BIOMEDICAL SCIENCE FOR THE BENEFIT OF SOCIETY

## “Business Development Manager”

*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 is composed by an interdisciplinary, motivated and creative scientific team which is supported both by a flexible and efficient administration and by high-end and innovative technologies.

In April 2021, the Centre for Genomic Regulation (CRG) received the renewal of the '[HR Excellence in Research](#)' Award 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

The Business Development Manager will act as the interface between internal and external stakeholders to transform CRG's scientific results into viable innovations and business opportunities, particularly in the areas of bioinformatics/computational biology/software and systems/synthetic biology. The manager will explore the opportunities, and support the development of solutions that align to the interest of the relevant stakeholders.

The successful candidate will:

- Pro-actively contribute to (i) monitor the latest lab news, research, and technology developments, (ii) assess and prioritize CRG's innovations, and (iii) design their critical path to maturation and value creation, particularly in the areas of bioinformatics/computational biology/software and systems/synthetic biology.
- Actively prospect and engage key experts, partners, industry and investors to progress projects towards licensing or spin-off launch.
- Pro-actively seek funding for innovation projects and support CRG research in the preparation of grant proposals, particularly in Proof of Concept and public-private partnerships.
- Actively contribute to the different goals and initiatives of the TBDO, including generating financial resources for CRG's innovation activities, and fostering entrepreneurship culture.

### About the team

The Technology and Business Development Office (TBDO) engages with CRG's scientists having the ambition to transform scientific results into solutions solving innovation challenges for market applications. Our aim is to ensure a positive impact on society out of the knowledge and technology developed at CRG. We strive for an inclusive environment of scientific and entrepreneurial excellence, offering CRG's scientist business-oriented training and connections with innovation, investors and industry experts. TBDO strategically evaluates, protects and transfers knowledge and technologies to the development and commercialization partners through licensing and launching of spin off companies.





## Whom would we like to hire?

### Professional experience

#### Must Have

- You have at least 4 years of postdoctoral experience in the life sciences or related sectors
- You have prior experience in bioinformatics and genomics, Nanopore sequencing or Machine Learning
- You are able to analyse extensive and complex technical documents in various fields and extract the key information towards technology maturation and value creation
- You have industry experience or equivalent and understand the innovation ecosystem/path
- You have experience in intellectual property and project management

#### Desirable but not required/ Nice to have

- You have prior experience in RNA/Protein Biology and/or cancer research
- You have prior experience in business development and/or technology transfer

### Education and training

- You hold a PhD degree in Biological, Chemical, Bioinformatics, Computational Sciences or equivalent

### Languages

- You are proficient in English. Catalan and Spanish are a plus

### Technical skills

- Written skills to elaborate marketing materials, financial, and business reports
- You have advanced MS Office skills, and at least basic bioinformatics skills

### Competences

- Excellent communication and inter-personal skills; relationship builder
- Analytic and strategic thinker
- Superb attention to details
- Highly developed organization skills
- Success and goal driven
- Team player

### The Offer – Working Conditions

- **Contract duration:** Open - ended contract linked to technical and scientific activities
- **Estimated annual gross salary:** Salary is commensurate with qualifications and consistent with our pay scales.
- **Target start date:** As soon as possible.





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, ethnicity, religion, sexual orientation or gender identity.

The **CRG is committed to reconcile work and family life** of its employees and is 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 Anabel Sanz.
2. A complete CV including contact details.
3. Contact details of two referees.

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

### Selection Process

- **Pre-selection:** The pre-selection process will be based on qualifications and expertise reflected on the candidates CVS. It will be merit-based.
- **Interview:** Preselected candidates will be interviewed by the Hiring Manager of the position and a selection panel if required.
- **Offer Letter:** Once the successful candidate is identified the People department will send a Job Offer, specifying the start day, salary, working conditions, among other important details.

**Deadline:** Please submit your application by May 12<sup>th</sup>, 2023.

**Suggestions:** The CRG believes in **ongoing improvement** and promotes a **culture of feedback**. This is one of the reasons we have in place, at your disposal as a candidate, a mechanism to gather your suggestions/complaints concerning your candidate experience in our recruitment processes. Your feedback really matters to us in our aim at creating a **positive candidate journey**. You can make a difference and help us improve by letting us know your suggestions through the [following form](#).

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HR EXCELLENCE IN RESEARCH

