

Business Development Manager Position

About CEBINA:

CEBINA (Central European Biotech Incubator and Accelerator) GmbH is a biotech incubator (www.cebina.eu), located in Vienna, Austria. CEBINA is advancing cutting-edge projects in various fields of biomedical research, and its main activity is to create and nurture new biotechnology companies based on projects identified mainly at academic research institutes in Central and Eastern Europe within the scope of its Danube Labs program (www.danubelabs.eu/). CEBINA also develops its own innovative ideas with an in-house research team and broad collaborative research network.

The CEBINA team is looking for a dynamic and collaborative Business Development Manager who will be an integral member of the Business Development team to source and bring in new projects for the Danube Labs program. You will work with leading academics to develop new projects for start-up formation for acceleration at CEBINA and support them to commercial success.

Requirements:

- Degree and ideally PhD in biomedical sciences
- At least 2 years' experience in a University technology transfer office or biotech company in a business development position.
- Experience with drafting termsheets
- Experience with negotiating CDAs, termsheets, licenses and research contracts
- Understanding of the patenting process
- Project management experience
- Knowledge of the drug discovery and development process
- Fluency in English
- Dynamic working style, good communication and presentation skills
- Some travel may be required for this position

Main responsibilities:

- Scouting academic research projects from academic research institutes in Central and Eastern Europe through technology transfer offices and conferences
- Analysing research projects for commercial and product development potential
- IP and commercial due diligence on research projects
- Project managing internal review of projects
- Presenting analysis to management and steer decisions
- Working with the CBO to negotiate and execute collaboration and license agreements

Our offer:

- a permanent position within an experienced international biotechnology team with complementary experience in discovery, translational research, pre-clinical and clinical product development, intellectual property protection, market analysis, business planning
- training and personal development opportunities
- state-of-the-art laboratory and office infrastructure
- a creative, dynamic, and innovative work environment

We are required by Austrian law to post a minimum salary. The minimum monthly salary (14x) is 4.000 EUR gross, based on full-time employment (40 hours per week). A higher salary is possible depending on the experience and fit of the candidate. The position is available from January 1st 2023. Applications received until the end of October 2022 will be considered.

Contact:

Please send your applications to Sophie Zettl, CBO CEBINA GmbH (sophie.zettl@cebina.eu).