

Business Development Manager (Biomedical Research)

A dynamic self-starter, experienced in identifying opportunities and implementing new partnerships, is required to drive translation of successful research into clinical benefit for people with Epidermolysis bullosa (EB).

The Business Development Manager (BDM) will support both the CEO of DEBRA Austria, and its Board of Trustees, by providing strategic advice on prioritization of research support and investment for people with EB, a group of rare inherited skin blistering conditions for which no cure exists.

The BDM will have extensive experience in managing exploitation of a research portfolio, in either biopharma or a biomedical charity environment. He/she will have demonstrated proactivity, creativity and leadership in attracting new partners and funding, and in developing collaborative R&D agreements to deliver new treatments or healthcare products.

DEBRA Austria is a small-to-medium charity, investing significantly in national and international peer-reviewed research, and works internationally with other national DEBRAs and other EB-research support charities and family foundations.

The successful candidate will perform a wide variety of tasks within the role:

- Work closely with the CEO, Board of Trustees and Strategic/ Scientific Advisory Board to enhance the profile of DEBRA Austria as a charitable partner in research support and clinical trials, both nationally and internationally.
- Assess DEBRA Austria's international research portfolio for exploitable outcomes.
- Work closely with the charity's IP-services partners, and legal advisers, to source, and contract, with industry and healthcare partners to drive clinical development and uptake of effective therapies.
- Develop DEBRA Austria's R&D partnering strategy and research-revenue generation being fully cognisant of Austrian charity law.
- Work with EU and national regulatory authorities to ensure pathways for adoption of effective new treatments.
- Work closely with the charity's Research Management team in identifying research priorities in national and international research support.
- Work with the charity's Fundraising and Communications teams to develop new sources and models of fundraising for research.
- Be a member of the management teams for research-units in Salzburg (EB Haus Austria) and Vienna (planned 2020/21).

Experience:

- Bioscience/ biomedical degree/ PhD
- At least 7 years further experience and qualifications in clinical development, technology transfer and/or business development in the biopharma industry, academic and/or biomedical charity.

Qualities:

- Proactive and dynamic individual, with a solid understanding of the global biopharma industry, academic research and charitable research funding, and processes of clinical translation.

- Able to communicate well and diplomatically at senior level with industry, regulators, government, academics, and sponsors, as well as with the public, and the DEBRA membership of people with EB and families.
- Ability to provide leadership with an inclusive and responsive style, and take responsibility in decision-making, especially when working under pressure.
- Adaptable and comfortable working either alone on projects, and or contributing as an equal member of a team.
- Enjoying challenges and having an innovative and pragmatic problem-solving approach.
- Fluent in at least English and German, able to understand and use scientific and business terminology and concepts in written and spoken communications.
- A working knowledge of additional European languages, and working familiarity with intellectual property / contract law, are advantages.
- Dedication and enthusiasm for helping people with EB.

What we can offer:

- Working within a dedicated and highly collaborative team, you will have a role that offers strong personal motivation and reward.
- The position is based in DEBRA Austria's office in central Vienna – a modern work environment in a traditional building, with good public-transport access.
- This post has a minimum salary of EUR 55.000 gross p.a. (based on a full-time role, 40 hours / week), with supplemental payments subject to qualifications and professional experience.

Please send your cover letter and your resume to: jobs@debra-austria.org

Contact:

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