

## Job Description

**Title:** Business Development Manager (100%)

**Posted on:** September 13, 2021

**Location:** Wyss Center for Bio and Neuroengineering, Campus Biotech, Geneva, Switzerland

### About the Wyss Center for Bio and Neuro Engineering

The Wyss Center is an independent, non-profit research and development organization that advances our understanding of the brain to realize therapies and improve lives. The Wyss Center staff, together with academic, clinical and industrial collaborators, pursue innovations and new approaches in neurobiology, neuroimaging and neurotechnology.

The Wyss Center advances reveal unique insights into the mechanisms underlying the dynamics of the brain and the treatment of disease to accelerate the development of devices and therapies for unmet medical needs. The Center was established by a generous donation from the Swiss entrepreneur and philanthropist Hansjörg Wyss in 2014. Additional resources from funding agencies and other sources help the Wyss Center accelerate its mission.

### About the Position

#### Key responsibilities

In his/her position, the **Business Development Manager** will be accountable for a wide range of activities related to the translation of Wyss Center's technologies to the market. These activities primarily include market analysis, strategy development and identification and pursuit of go-to-market opportunities for the technologies being developed at the Center. They will be performed in close coordination with the Center's leadership, researchers and collaborators. More specifically, the successful candidate will:

- Evaluate technologies at various stages and assess their clinical and go-to-market potential in the neurotech and biotech space
- Develop and execute on business strategies, in sync with technical development; this entails conducting market analyses, identifying potential industrial partners and licensees, initiating and further developing relationships with them, and facilitating interactions with staff at the Center, faculty and collaborators
- Identify and realize unmet needs and new market opportunities for Wyss Center know-how to be applied across the neuro space as well as other fields
- Participate in the structuring, drafting and negotiation of term sheets and agreements with potential industrial partners and Wyss Center technology licensees
- Provide mentorship and guidance to the Wyss Center community relating to business development, technology commercialization and startup formation
- Initiate and facilitate interactions between Wyss Center researchers, industry and faculty
- Contribute to a culture of innovation, translation and entrepreneurship within the Wyss Center

**Required competence and experience:**

- Ph.D. or Master's Degree in Bioengineering or Life Sciences or a related field, combined with an MBA degree or startup experience
- A minimum of ten years of experience in business development, startup launch, licensing, technology transfer and deal making in academia and/or industry
- Deep understanding of the biotech and/or neurotech market
- Broad understanding of technology, business, intellectual property and licensing opportunities related to collaborative R&D in life sciences, medical technology and/or digital health
- Superior negotiation, communication, interpersonal and analytical skills
- Demonstrated ability to produce presentations, market analysis documents, go-to-market strategies and business plans
- Ability to build rapport and maintain a strong network across disciplines, in industry and academia in Switzerland, Europe and the US
- Fluent in English

**Additional qualifications and skills:**

- Experience in filing and prosecution of patent applications
- Experience contributing to multimedia communications and participating in outreach/networking events

**To apply, please send your CV and cover letter to [HR@wysscenter.ch](mailto:HR@wysscenter.ch) no later than October 6th, 2021.**