

Commercialization Business Manager (CBM) (05.11.2015)

International Institute of Molecular and Cell Biology (IIMCB) is one of Poland's most modern research institutes in the field of biomedical research. IIMCB is currently seeking applicants for the position of Commercialization Business Manager (CBM). The successful applicant will propel the start-up creation based on a developing [technology for RNA molecules cutting in a sequence-specific manner](#) developed by IIMCB.

The CBM will be responsible for designing and implementation the commercialization plan of the invention.

The position would include the following activities (and additional ones that are not specified):

- Analysis of the potential market for commercial application of technology
- Identification of parties interested in technology application
- Analysis of competitive technologies present in the market
- Preparation of commercialization plan
- Coordination of commercialization plan execution
- Supporting the management of portfolio and business models within the segment, including item thresholds, item complexity and innovation pipeline to achieve financial shape
- Supporting the development of strategic direction, total supply chain cost management, operational control, and trade-off decisions related to the segment
- Communication of business goals to management and commercialization team members, and setting team performance commitments to those goals
- Management, development, and modification of the commercialization process, ensuring ISO, or other compatibility where appropriate, coordinating such activity with team members and external experts (including regulatory, patent attorneys, accountancy as appropriate)
- Management of relationship between external partners and investors as required

If you satisfy the following criteria:

- Cross-functional experience across diverse disciplines (i.e. University degree in medical sciences or biology, business administration)
- Demonstrated project management capabilities, experience, and success during last 4 years
- A track record of success in leading new product development and commercialization projects across multi-functional areas, broad business knowledge and awareness of key functions engaged in commercialization a plus
- Agility (i.e., ability to be effective in an environment of continuous change).
- Can-Do Mindset (i.e., willing to go through, around, over, or under barriers to achieve the desired results).
- Interpersonal (coaching, mentoring, influencing, leading and motivating)
- Ability to effectively communicate, present, and persuade across a team and to senior management, good command of the English language
- Good knowledge of biotechnology and pharmaceutical sector is highly desired

please send your CV and covering letter to: office@biotech-ip.pl

Wage and benefits will be commensurate with candidate's experience and qualifications.

Initial appointment is for six months with the possibility of extension. Applicants may be self-employed or perform the tasks on the basis of a freelance contract. The position is open immediately. Applications will be accepted until the position is filled.