



The Vall d'Hebron Research Institute (VHIR) is a public sector institution that promotes and develops the research, innovation and biosanitary teaching of the Vall d'Hebron University Hospital. Through the excellence of our research, we identify and apply new solutions to the health problems of society and we contribute to spread them around the world.



HR EXCELLENCE IN RESEARCH

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This recognition proves that VHIR endorses the general principles of the European Charter for Researchers and a Code of Conduct for the Recruitment of Researchers (**Charter & Code**).

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Business Development Team Lead

Business Development Unit

VHIR is looking for an experienced **Business Development Team Leader**. The Business Development team is composed of 4 experts with the mission of transforming excellence in Business Development and Technology Transfer reporting directly to the innovation and Business Development Director.

In recent years, VHIR has developed a **new innovation and business development model** that has enabled to accelerate the translation of research findings into clinical practice. The principles of this model are the foundation of VHIR's approach to innovation and technology transfer: **collaboration, entrepreneurship, and impact**. As a result, in the last years 13 technologies have been licensed, and 11 new spin-offs and start-ups have been created, which have generated more than 60 jobs, raised more than 62M€ investment and over 20M€ in competitive funds, and have a market value of +450M€.

To consolidate public-private relationships, **the new VHIR building** (to be finished in June 2024) will have 800 m² exclusively **dedicated to create an Innovation Hub**. This space is designed as **a place for co-creation where researchers and companies can work closely together**, in a real clinical and academic environment, with the aim of transforming the collaboration model and bringing industry and research even closer together.

The success of VHIR's innovation and business development model has positioned the organization as a leader in biomedical research and a key contributor to the development of new therapies and technologies that have the potential to improve patient outcomes and transform healthcare. **As VHIR continues to refine and improve its innovation and business development model, it is poised to make even greater contributions to the field of biomedical research and to society as a whole.**

JOB DESCRIPTION

Education and qualifications:

Required:

- Bachelor's Degree in Life science, Engineering or Business Administration



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- Fluency in Spanish, English (business level)

Desired:

- Masters' Degree in Innovation/Health Management will be an advantage
- Ph.D. in Life Sciences
- Postgraduate Studies in Leadership will be a plus
- Catalan will be valued

Experience and knowledge:

Required:

- Minimum of 5 years' experience working in the field of business development, in positions of similar responsibility
- Proven track record in leading and managing multi-functional teams, managing the coordination of business development, preferably in the field of health/research
- Profound knowledge of R+D+I commercial environments in health/biomedicine
- Knowledge of the Catalonia health innovation ecosystem and its idiosyncrasy linked to a hospital
- Knowledge of international health innovation ecosystems
- Availability to travel

Competences:

- Team management and leadership
- Innovative, business and forward thinking
- Proactive and flexible



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- Excellent presentation and communication skills
- Proven influencing, negotiation and collaboration skills
- Strategic thinking

Main responsibilities and duties:

- Design, coordinate and supervise the Business Development group action plan and objectives in accordance with the Innovation and Business Development Unit strategy.
- Lead and support Business Development activities in accordance to the innovation process and monitor BD unit KPIs.
- Lead and manage spinoffs activities, assisting with startups funding and financing rounds by acting in the interests of the VHIR assets
- Boost scouting and services activities, promoting collaboration to support innovation activities.
- Lead and manage public-private collaborations both nationally and internationally and strategic alliances with technology transfer capacity with institutions and companies in medical, biomedical and technological technology.
- Design Technology Transfer strategy in close collaboration with the Innovation Area.
- Lead and Manage cross VHIR units' collaboration to support business development activities
- Boost and lead Innovation HUB activities
- Manage the activities and people of the unit, facilitating a stimulating environment for their development.
- Contribute to the unit sustainability.
- Actively participate in networks, conferences, congresses and courses for technological upgrade and Institute visibility and alliances.

Labour conditions:

- Full-time position: 40h/week.



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- Starting date: as soon as possible
- Gross annual salary: Remuneration will depend on experience and skills, and will be consistent with our Collective Agreement pay scale
- Contract: permanent contract

What can we offer?

- Incorporation to Vall d'Hebron Research Institute (VHIR), a public sector institution that promotes and develops the biomedical research, innovation and teaching at Vall d'Hebron University Hospital (HUVH), the biggest hospital of Barcelona and the largest of Catalan Institute of Health (ICS).
- A scientific environment of excellence, highly dynamic, where high-end biomedical projects are continuously developed.
- Continuous learning and a wide range of responsibilities within a stimulating work environment.
- Individual training opportunities.
- Flexible working hours.
- 23 days of holidays + 9 personal days.
- Flexible Remuneration Program (including dining checks, health insurance, transportation and more)
- Corporate Benefits: platform through which you can obtain significant discounts on travel, culture, technology, gastronomy, sports... among many others.
- Healthy Offering: choose from a variety of wellbeing focused activities to be the healthiest you.

How to apply:

Applicants should submit a full Curriculum Vitae and a motivation letter with the reference "**Business Development Lead**" to the following email addresses: seleccio@vhir.org

Deadline to apply: 12-01-2024



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The Fundació Hospital Universitari Vall d'Hebron-Institut de Recerca - "VHIR"-, with NIF G-60594009, address in Barcelona -08035- Passeig Vall d'Hebron 119-129, Edifici Mediterrània, 2a planta and telephone (34) 934 89 30 00 is the data controller for the processing of your personal data. The data will be processed exclusively for the purpose of managing your participation in the selection process, as well as, if necessary, managing your participation in other selection processes.

Unless you give your informed consent to keep your personal data for future selection processes, in the event that the selection process is completed and you are not the person selected, your personal data will be deleted and blocked in order to be able to respond to any possible liabilities that may arise.

The legal basis of the processing is the execution of a contract to which the data subject is party or in order to take steps at the request of the data subject prior to entering into a contract.

The recipient of the data will be the VHIR's Professional Development personnel and no transfer of personal data is foreseen, except for the fulfilment of legal obligations applicable to the data controller. International data transfers are not foreseen. No automated decisions will be taken, including profiling. In general, personal data will not be communicated to third parties, except for legal obligations in accordance with Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 (GDPR) to persons who are entitled to request them. You have the rights of access, rectification, deletion, portability, limitation and opposition that can be exercised at any time through the email dpd@ticsalutsocial.cat or lopd@vhir.org. In compliance with Regulation (EU) 2016/679, the VHIR has appointed a data protection officer, whose contact details are dpd@ticsalutsocial.cat. You can also lodge a complaint with the competent Data Protection Authority by contacting www.apdcat.cat or www.aepd.es.