

## Director of Institute Advancement and Development at the Indiana Biosciences Research Institute

Founded in 2013, the IBRI is an independent, nonprofit discovery science and applied research institute targeting diabetes, cardiometabolic disease and poor nutrition. Inspired by Indiana's life sciences companies, research universities, government and community organizations, the IBRI's vision is to build a world-class organization of researchers, innovators and business leaders to catalyze activities across Indiana's life sciences community, resulting in improved health for Indiana residents and beyond.

The IBRI was initially funded with \$50 million provided by the State of Indiana, Lilly Endowment, Eli Lilly and Company, Roche Diagnostics, Corteva Agriscience (formerly Dow AgroSciences), IU Health and Indiana University. In 2016, the institute received \$88.5 million in funding commitments from Lilly Endowment, Eli Lilly and Company Foundation and Cook Medical. In 2017, the institute received an additional \$20 million commitment from the State of Indiana.

In September 2020, the IBRI moved into the newly constructed Innovation Building 1, where the IBRI is the anchor tenant, in the 16 Tech Innovation District. The IBRI's more than 40 full-time scientific and administrative employees enjoy 68,000 square feet of office, innovation, collaboration and lab space.

Recently, the IBRI named a new president and CEO, Dr. Alan Palkowitz, and the IBRI's board of directors was revised and expanded to help the institute fulfill its mission of connecting Indiana's robust life sciences industry and research universities. The IBRI board of directors now consists of representatives from the IBRI's industry stakeholders, from the State of Indiana, and from each of its three major research universities. With these changes in leadership and governance, the IBRI is well positioned for the next chapter of its growth and evolution.

The IBRI is looking to expand its partnerships with life sciences and IT companies and philanthropic organizations worldwide to increase the potential for research, discovery, translation and collaboration.

### **The Position:**

To achieve these objectives the IBRI has created a new director of institute advancement and development role. In this mission-critical position, the director will report directly to the CFO and will work as a strategic partner with both the executive leadership team and investigators to develop relationships, pursue collaborations, identify funding opportunities and negotiate agreements to accelerate the growth of the institute and contribute to achieving its vital mission and vision. This role includes the following key responsibilities:

- Understand and embrace the IBRI's mission, vision and values, and the integrated strategy designed to achieve the institute's mission.
- Create business connections to a dynamic network of industry, biotech and academic research centers focusing on biomedical research and translational outcomes.

- Work collaboratively with the executive leadership team and investigators to create a comprehensive institute advancement and development strategy that connects the IBRI's science to funding and value creation through synergistic partnerships and funding networks.
- Proactively identify opportunities for collaboration, sponsored research, grants and other external funding that align with the IBRI strategy.
- Aid in contract negotiation and finalizing agreements.
- Oversee alliance management of key collaborative relationships and programs.
- Cultivate and deliver innovative partnerships for the institute.
- Advance research innovation and assets developed at the IBRI (and with partners) into commercial opportunities that result in new companies, licensing arrangements and other value creation that grow the IBRI and ecosystem.
- Identify opportunities to advance the mission of the IBRI in connecting robust life science industry and research universities in the Midwest, nationally and in strategic global locations.

### **Candidate Profile:**

#### *Education and Experience*

- Bachelor's degree in either science or business is required.
- An advanced degree and a combination of science and business degrees are preferred.
- Minimum of seven (7) years of increasing responsibility in similar roles, with at least some experience successfully supervising and developing staff.

#### *Qualifications and Skills*

- Executive presence to successfully interact and build relationships with C-suite executives, major donors, funding agencies, collaborators and state leaders.
- Track record of successful collaboration, alliance management and business development in life sciences field.
- Ability to identify and successfully negotiate win-win outcomes.
- High level of intellectual curiosity and a passion for scientific innovation.
- Embrace and demonstrate the values of the IBRI.
- Positive outlook and tenacity to achieve results.
- Proven leadership potential with a balance of confidence and humility.
- Team player who embraces collaboration and innovation.
- Great communicator with the ability to listen and understand people and convey ideas.
- Courage to challenge assumptions while maintaining respect.
- Sound business judgment and discernment.
- Flexible and adaptable with the ability to work through change and ambiguity.
- Highest level of ethics and integrity – immediately trustworthy.

**Compensation:**

The IBRI offers an attractive compensation package that includes a competitive base salary and comprehensive benefits. Relocation assistance will be offered where appropriate.

**Equal Employment Opportunity:**

The IBRI provides equal employment opportunities to all employees and applicants and does not discriminate on the basis of age, race, color, religion, gender, sexual orientation, gender identity, gender expression, national origin, protected veteran status, disability or any other legally protected status.

**Apply:**

Please visit us at <https://www.indianabiosciences.org/careers/> to learn more and/or apply for this opportunity. Interested individuals are encouraged to provide their resume and a brief cover letter when they apply.