

IBRI Vice President of Scientific Business Development

We are the Indiana Biosciences Research Institute (IBRI). We are a leading translational research institute that advances academic and industry science through collaboration to improve patient health outcomes. Building your career at the IBRI in Indianapolis' 16 Tech Innovation District, means being part of a team of renowned scientists, creative thinkers and innovative leaders.

Today's research is being driven by significant advances in our abilities to study complex disease processes and propose new ways to improve patients' lives. To reflect the evolving nature of life sciences research and encourage synergies through collaboration, we're enhancing our integrated capabilities, adding depth to how we approach patient-informed translational science and pursuing four foundational areas of scientific focus. These four areas will provide us the core talent and capability to pursue translational science in this new patient-centric framework:

- **Disease, Systems, Pathways** – We're working to better understand diabetes and identify new ways to combat the disease. We're applying this learning to other diseases that share common systems and pathways.
- **Molecular Innovation** – We're developing new capabilities for molecular design and drug discovery to investigate disease processes and pursue new therapeutic approaches.
- **Integrated Data Sciences** – We're pursuing advanced data sciences to create novel end-user inspired solutions that address complex analysis, simulation and prediction across the translational sciences.
- **Enabling Technologies** – We're building a rich platform of enabling technologies that give our scientists, partners, and collaborators access to the best tools to solve complex scientific problems.

The IBRI's vision is to build a world-class organization of researchers, innovators and business professionals that catalyze activities across the Indiana (and beyond) life sciences community. To achieve that vision, we look for curious and collaborative team members who are energized by innovation, guided by integrity, and inspired by diversity.

The Opportunity:

The IBRI is seeking a Vice President of Scientific Business Development who will be responsible for all business development and strategic partnership activities for the Institute. As a member of the IBRI leadership team, the VP of Scientific Business Development will work closely with the executive leadership and scientific leadership to develop and implement strategies for the formation of sustaining collaborations with local, national and global biotechnology industries. These include startup organizations, academics, government and scientific leaders to advance the mission and vision of the IBRI.

The individual in this role will be required to coordinate and work together with other IBRI executive leadership, other members of the administrative team, IBRI scientists and IBRI collaborators. The incumbent can help fulfill the IBRI's mission and vision, by working closely with the IBRI scientific staff to identify, initiate, facilitate, develop and coordinate the collaboration and partnership opportunities that drive financial sustainability for the Institute.

This role includes the following key responsibilities:

- Understand and embrace the IBRI mission, vision and values, and the integrated strategy designed to achieve the Institute's financial sustainability.
- Explore innovative research collaboration and drug discovery funding models and sources within the life sciences ecosystem involving research universities, industry, venture capital and/or philanthropic partners.
- Identify high quality external opportunities and develop new relationships for collaboration with the IBRI scientific areas of focus.
- Partner with executive leadership to source, screen, make recommendations for enabling partnerships and/or internal capability building to meet the IBRI's mission and vision and drive financial sustainability.
- Attract new IBRI members who can leverage the IBRI's infrastructure and access to key capabilities and/or collaborations to expand and support the local life science entrepreneurial ecosystem.
- Engage with external partners in academia and government labs to establish and shape the future of translational science through the IBRI's strong scientific capabilities.
- Market the IBRI's capabilities and collaboration models externally while continually exploring new areas for collaboration.
- Partner with IBRI administrative and scientific staff to seamlessly integrate new collaborations and capabilities.
- Develop and implement a strategy for the IBRI's participation in various partnering forums.
- Identify funders or licensors of IBRI technology to enable the advancement and commercialization of IBRI assets.
- Remain current with factors in the external environment that are risks to the IBRI strategy to escalate concerns and propose solutions to address factors which impact the sustainability of the IBRI.

Candidate Profile:

Education and Experience

- Advanced degree in a scientific discipline related to the translational process.
- Extensive experience in external innovation ranging from identification, evaluation and transaction of various deal structures with academics, non-profits and biotechs.
- Minimum of 15 years of directly related experience in life sciences search and evaluation, business development and venture.
- Demonstrated knowledge of translational drug discovery and commercialization.
- Direct experience in the field of technology transfer and licensing, including academics and industry is preferred.
- Deal-making experience in for-profit and non-profit environments, including both pharma and venture is preferred.
- Experience in business development and licensing in the life sciences industry is preferred.

Qualifications and Skills

- Executive presence to successfully interact and build relationships with biotech executives, academic leaders, funding agencies, venture partners and collaborators.

- 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.