

As a flagship research center in nanoscience and nanotechnology, our mission is to open and explore new frontiers of knowledge at the nanoscale, and bring value to society in the form of new understanding, capabilities and innovation, while inspiring and providing broad training to the next generations of researchers. Our values are Commitment, Collaboration and Transformation.

Our research lines focus on the newly-discovered physical and chemical properties that arise from the behaviour of matter at the nanoscale. ICN2 has been awarded with the Severo Ochoa Center of Excellence distinction for three consecutive periods (2014-2018 and 2018-2022 and 2023-2026). ICN2 comprises 19 Research Groups, 7 Technical Development and Support Units and Facilities, and 2 Research Platforms, covering different areas of nanoscience and nanotechnology.

Job Title: Specialist Technician

Research area or group: Advanced Electronic Materials and Devices

Description of Group/Project:

The Advanced Electronic Materials and Devices group of the Catalan Institute of Nanoscience and Nanotechnology (ICN2) is advancing its cutting-edge EGNITE technology, a graphene-based neural interface, to serve the preclinical research market. EGNITE provides precision, scalability, and ease of use for neural interaction, revolutionizing neuroscience research. We are seeking a dedicated Business Developer to lead the commercialization efforts of this transformative technology.

Main Tasks and responsibilities:

Market Research and Strategy Development working together with B&I in relation to external partners search for collaboration

- Conduct comprehensive market assessments to identify customer needs, market segments, and growth opportunities.
- Analyze competitor strategies, strengths, and weaknesses.
- Develop a go-to-market strategy, including pricing, distribution, and marketing frameworks.

Business Model and Plan Development:

- Evaluate for-profit and non-profit business models to determine the most viable commercialization path.
- Develop detailed business and financial plans, including revenue projections, cost analysis, and break-even points.
- Present insights to stakeholders and refine strategies based on feedback.

Stakeholder Engagement:

- Build relationships with key stakeholders, including research labs and industry partners.
- Organize surveys, and interviews to gather customer feedback and refine product-market fit.

Technology Commercialization and Intellectual Property (IP) Management:

- Work with ICN2's Business Department to manage IP rights and explore licensing opportunities.

Support for Technology Implementation:

- Leverage a strong background in science or engineering to bridge technical capabilities with business objectives.
- Utilize experience in electrophysiology to address customer needs and tailor solutions for neural interface research.

Requirements:

- **Education:**
A degree in Science, Engineering, or related fields is mandatory as well as know-how in entrepreneurial management or/and MBA.
Additional studies like a PhD are highly desirable.
- **Knowledge and Professional Experience:**
Experience in business development, preferably in the biotechnology or neurotechnology sectors.
Proven expertise in electrophysiology research, including familiarity with preclinical tools and setups, is highly appreciated.
Demonstrated track record in market research, financial planning, and commercialization strategies.
Prior involvement in startup environments or technology transfer projects.
Entrepreneurial mindset with a proactive and results-driven approach.
Strong foundation in science or engineering, with a deep understanding of neurotechnology applications.
Strategic thinker with the ability to adapt plans based on evolving market needs.
Passion for advancing neurotechnology and supporting the scientific community.
- **Personal Competences:**
Strong analytical skills and ability to interpret complex market data.
Excellent communication, negotiation, and presentation skills.
Proficiency in project management, including developing and implementing strategic plans.
Familiarity with intellectual property management and regulatory compliance in the biomedical field.
Ability to work collaboratively under the direction of the founding team.
Proficiency in English (written and spoken); additional languages are a plus.

Summary of conditions:

- Full time work (37,5h/week)
- Contract Length: Temporary (18 months)
- Location: Bellaterra (Barcelona)
- Salary will depend on qualifications and demonstrated experience.
- Support to the relocation issues.
- Life Insurance.

Estimated Incorporation date: 31/01/2025

This contract is part of the Graphyz project funded under the framework of Innovadors program with the support of the Department of Research and Universities from the Generalitat de Catalunya (Ref: 2024 INNOV 00046)

How to apply:

All applications must be made via the ICN2 website and include the following:

1. A cover letter.
2. A full CV including contact details.
3. 2 Reference letters or referee contacts.

Deadline for applications: 25/12/2024

Equal opportunities:

ICN2 is an equal opportunity employer committed to diversity and inclusion of people with disabilities.

ICN2 is following the procedure for contract of people with disabilities according with article 59 of the Royal Decree 1/2015, of 30 of October.