

greenovation is a service provider to the (bio-)pharmaceutical industry specialized in the development and performance of production processes for complex API proteins. greenovation's production system is based on the moss "*Physcomitrella patens*", which has been engineered to produce functional human proteins. In particular, greenovation is specialized in the generation of such proteins which - due to their molecular properties - either cannot be produced at all with conventional mammalian or microbial production systems, or which require uneconomic technical efforts.

Business Development Associate

This position is responsible for managing and coordinating many of the business development and licensing initiatives of the company. Specific responsibilities include

- Identification of business opportunities and establishment of new relationships through interaction with key players at targeted pharmaceutical and biotechnology companies and academia.
- Coordination and scheduling of meetings with prospective collaborators and follow up as appropriate to ensure momentum on negotiations toward formalizing such external relationships.
- Responsibility for the handling of contractual agreements such as confidentiality and material transfer agreements, for proactively moving them forward and establishing the outside contacts and the associated paperwork.
- In-depth literature searches and preparation of summary reports of technology and/or market needs in areas of key focus for the company (i.e. difficult to produce biologics).
- Presence at scientific meetings in the fields of technology interest (e.g biologics manufacturing, glycosylation).

The person works closely with the CEO and the scientists of the company to identify and coordinate contacts and meeting/exchanges with external partners and prospective partners. The individual attends scientific meetings, monitors the scientific literature on an ongoing basis, and follows university and biotech/pharma research activities in order to identify manufacturing opportunities for the company. Following identification of leads and management discussion and agreement, this person will coordinate the meetings and negotiations with the prospective licensors for greenovation. This individual will also support needs of the company in some contractual matters such as in the preparation of standard confidentiality, consulting and material transfer agreements.

The individual reports to the CEO of the company.

Requirements

- Undergraduate degree with significant basic science curriculum, preferably biotechnology or process engineering
- Excellent organizational skills.
- Demonstrated excellent communication skills.
- Good interpersonal skills and desire to work in a team environment.
- Knowledge of German is helpful
- Prior work experience in business development and licensing functions in healthcare company as well as experience in technology is a plus.