

VP - Business Development

Reporting to the President and CEO of IRICoR, the VP - Business Development will be mainly responsible for establishing links and concluding agreements with entities external to IRICoR, both in the public and private sectors, towards exit events for portfolio projects.

Main duties

- Develop and implement a partnership and commercialization strategy consistent with the recommendations of IRICoR's advisory committees for portfolio projects to maximize short-, medium- and long-term returns (five-year plan) and to promote the programs;
- Develop, review and communicate the business development strategy and ensure that the strategic objectives are well integrated and executed by the business development team;
- Lead the business development team in the identification, management and implementation of new business opportunities;
- Build relationships with external private sector partners to secure new agreements;
- Negotiate with academic and industry partners to establish research collaboration and commercialization agreements;
- Conclude recurring negotiations for ongoing partnerships;
- Manage alliances with IRICoR's commercial and academic partners;
- Participate in the creation of spin-off companies;
- Participate in the preparation of new grant applications of interest to IRICoR.

Key skills being sought are:

- Scientific training (Ph.D. level) combined with business management training (MBA);
- At least ten (10) years of relevant experience in business development;
- At least five (5) years experience in a life sciences related industry;
- Proven track record in business development (biopharmaceutical);
- Experience in the private and public sector;
- Ability to work in a team while being autonomous;
- High availability to travel;
- Excellent analytical, synthesis and communication skills;
- Proficient in French and English (spoken and written).

GENERAL COMMENTS

- Competitive Salary and Benefits, based on relevant experience
- Université de Montréal employee.

TO APPLY

Send your CV to info@iricor.ca