

# Vacature format

Please only add the required fields and do not change the text in this format as it complies with Erasmus MC regulations. If you do wish to change the "standard text" please contact the Recruitment Department.

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*The Department of Technology Transfer plans to appoint a*

## **(junior) Business Development Manager**

[optional: subtitle]

36 hours per week

### **Job description**

In this position you will manage a portfolio of technology-based innovations within the Erasmus MC Technology Transfer Office (TTO) and be responsible for the successful transfer to the market. Reporting to the Director TTO, in this position you will be responsible for building faculty relationships, making technology assessments and investment proposals. You will also be responsible for marketing and licensing of the innovations. Additional duties include building relationships with companies that are or could be (future) licensees of Erasmus MC's innovations, scouting and screening of new inventions, drafting new invention disclosures to identify commercial propositions and their unique features and benefits. Furthermore you will evaluate the market potential of inventions, including market size and dynamics, the market need addressed by the invention, its competitive position and barriers for entering the marketplace, determining an invention's current stage of development, and its future development path, and evaluate inventions for intellectual property protection probability and freedom to operate.

### **Work environment**

A healthy population and excellence in healthcare through research and education. This is what Erasmus MC stands for. Conducting groundbreaking work, pushing boundaries and leading the way. In research, education, and healthcare. We are practical people with a high level of expertise, working hard to improve and renew the healthcare of today and the public health of tomorrow.

Erasmus MC Technology Transfer Office is responsible for the support of inventors to commercialize Erasmus MC Intellectual Property. Sections within TTO are Business Development, Legal, Incubator and IP Management. TTO works closely with the Erasmus MC Holding as well as with a variety of regional and national partners.

### **Qualifications and skills**

A Master's degree in the life sciences with a technical interest is required with at least 1-2 years (junior) / 2-4 years of solid experience in a biomedical commercial environment. An additional degree (PhD or MBA) is preferred (junior) / required. Working knowledge of the licensing process and technology transfer is essential, as well as legal knowledge and negotiation skills.

Furthermore, you bring with you a relevant network, team spirit, an open-minded can-do mentality, excellent oral and written communication skills in Dutch and English.

Being able to present a certificate of good conduct is a condition for the appointment.

### Terms of employment

Any additional information regarding the terms of employment

The gross monthly salary amounts a maximum of € 4.361,- (scale 10, junior) or € 5.086,- (scale 11) depending on your level of education and relevant experience and based on a full-time working week of 36 hours. The terms of employment are in accordance with the Collective Bargaining Agreement for University Medical Centers (CAO UMC).

### Information and application

For more information about this position, please contact Jasper Keijman, coordinator Business Development, phone number: 06-46941383 or e-mail: [j.keijman@erasmusmc.nl](mailto:j.keijman@erasmusmc.nl). For other information please contact [name], [position], phone number: [number] or e-mail: [e-mailadres].

*In case of multiple contacts for information about the vacancy:*

[Fill out name, position, phone number and e-mailadres]

*In case of other requirements to apply:*

[Fill out other requirements to apply such as references, publications etc.]

Please respond by using the apply button.

[\(Applications will be forwarded to the contact\(s\) mentioned in the text\)](#)

## Vacaturegegevens (job details)

*(verplicht in te vullen - mandatory)*

Number of FTE	1
Type of contract	Bepaalde tijd
Duration of contract	12 maanden
Level education	WO
Minimum level of relevant workexperience	2 - 5
(4-cijferige) Kostenplaats	670
Does this job require working outside regular office hours?	Yes <input type="checkbox"/> No <input checked="" type="checkbox"/>
<a href="#">FuWaVaz profiel</a>  Example: <i>adviseur P&amp;O (functienaam)</i> <i>11-S37 (organieke typering)</i> <i>1622310 (functiecode)</i>	Adviseur kennistransfer (functienaam)  10-S36/11-S37 (organieke typering)  1123740 (functiecode)

<p>During which period should this job opening be posted on the internal Erasmus MC website (intranet)?</p> <p><i>The mandatory minimum period is 2 weeks, according to rules and regulations <a href="#">richtlijn werving &amp; selectie</a>.</i></p>	<p>2 weeks or closing date</p>
<p>Should this job opening be posted <u>automatically</u> on the external jobsite of Erasmus MC after the period of internal posting?</p>	<p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p>
<p>If "Yes" please fill out the duration</p> <p>Should this job opening be posted on additional websites?</p>	<p>weeks or closing date</p> <p>(e.g. Academic Transfer)</p>
<p>Applications receive an automated confirmation. Would you like us to contact you to discuss other possibilities regarding communication with applicants through the Recruitment Department?</p>	<p>Yes <input type="checkbox"/></p> <p>No <input checked="" type="checkbox"/></p>