

OVERVIEW

BioHealth Innovation, Inc. (BHI), is a Montgomery County innovation intermediary that translates market-relevant research into commercial success by bringing together management, funding, and markets. BHI is seeking an experienced life science professional with entrepreneurial, product development and investment experience specifically in areas related to wellness & prevention, healthcare access, social impact investment, or ESG related ventures to join the BHI team to serve as a part-time Entrepreneurs-in-Residence (EIR) at the National Institutes of Health (NIH).

These positions will report to and work closely with our lead at the NIH Small business Education and Entrepreneurial Development (SEED) Office to support academic and small business innovators in their efforts to validate the potential health impacts of promising scientific discoveries and advance them into healthcare products that improve patient care and enhance health.

POSITION DESCRIPTION – Entrepreneur-In-Residence

EIRs will work in collaboration with SEED to mentor innovators and provide guidance to help them de-risk the technical and business elements of their product development projects. EIRs will also help NIH and individual innovators ensure the long-term success of their projects by facilitating connections with investors and strategic partners who can help achieve commercial success and healthcare consumer access. To be successful in this role, entrepreneurial, commercial or product development experience in areas of social impact including wellness & prevention, healthcare access/community health and a wide network in social impact ventures is required.

This position is currently remote (with opportunity for future in-person activities) and part time (20 hrs/week with potential for expansion); occasional travel may be required (when conditions permit).

Responsibilities include:

- Advise, coach, and mentor NIH-supported innovators, with a focus on the startups, on business development, commercial strategies, and investor preparation.
- Cultivate and engage stakeholders within the external investment and corporate communities to provide connections, investor introductions, or technical and business resources to portfolio companies.
- Assist SEED in selecting appropriate portfolio companies to present at various investment and partnering meetings.
- Actively participate in the development and execution of entrepreneurial training and education for innovators and NIH staff.
- Assist SEED to increase the diversity of the biomedical workforce and increase support for young investigators and novice entrepreneurs.
- Provide subject matter expertise on commercialization topics such as establishing investor relationships, evaluation and selection of development partners (CMO, CRO, clinical site selection, investors, etc.), market landscape analysis, regulatory and reimbursement strategy, product life cycle management, manufacturing scale-up, commercial sales and distribution strategy.

QUALIFICATIONS

Required:

- Sufficient business, commercial and entrepreneurial skill set to advise companies working across a breadth of product types and healthcare sectors.
- Ability to effectively liaise with internal and external key stakeholders, both within financial/business and medical/technical communities.
- Strong organizational and communication skills with demonstrated ability to prioritize, lead meetings, and broker introductions.
- Terminal degree in a life science, health, medical, or business field.

- Minimum of ten years of (combined) investment experience or working for an angel or a venture capital group, investment bank, or executive level role focused on wellness, healthcare access or community health initiatives.
- Minimum of five years of entrepreneurial experience in wellness & prevention, healthcare access, social impact ventures, or related sectors.

Preferred:

- Knowledge and experience with NIH SBIR/STTR nondilutive financing and other government small business assistance programs.
- Experience with early stage (from proof of concept) healthcare or life science product development.

TERMS & COMPENSATION

Compensation for this position is competitive and negotiable. BHI is an equal opportunity employer.

APPLICATION PROCEDURE

Interested applicants should send their resume and cover letter to Lynn Brisbane at lbrisbane@biohealthinnovation.org.