

BioHealth Innovation, Inc., (BHI) is a regional non-profit innovation intermediary, which facilitates the development of growth-stage biohealth companies by connecting commercially relevant research assets to appropriate funding, management and markets.

JOB TITLE – Senior Life Sciences Business Strategist

Reporting to the Vice President of Economic Development, the Senior Life Sciences Business Strategist evaluates the commercial potential of emerging technologies and provides recommendations on go-to-market strategies. This is a customer facing role with a focus on supporting clients in the development of commercial analyses and federal grant proposals.

The Senior Life Sciences Business Strategist also supervises junior Life Sciences Business Strategists and manages consultants and interns, as needed.

Technical Analysis and Grant Development

- Perform scientific literature and competitive analysis to identify commercial applications and determine commercial potential across a broad area of scientific fields, including digital health, medical devices, therapeutics, and diagnostics.
- Develop detailed deliverables on commercial analyses and go-to-market strategies.
- Writing and editing of small business grants to craft logical narratives related to technical development and company growth.

Project & Staff Management

- Lead the Life Sciences Business Strategy team's work prioritization and individual work plans.
- Manages interns as needed.
- Manage and communicate timelines for a variety of client projects related to commercial analyses.
- Manage the federal grant proposal preparation process, including research plan development, budget preparation, editing and submission.
- Ensure the tracking and maintenance of portfolio metrics related to key BHI operational goals.

BHI Regional Development

- Provide strategic guidance to assist early-stage companies or entrepreneurs seeking BHI assistance in understanding the non-dilutive funding landscape.
- Identify opportunities for BHI or BHI clients to collaborate and connect with federal laboratories and agencies, universities, and the private sector achieve our mission of growing the BioHealth Capital Region cluster.
- Actively promote BHI services and cultivate leads that result in revenue-generating relationships

OUTREACH & PARTNERSHIPS

- Represent the BHI mission to the research, small business, and technology development communities through individual interactions, workshops and special focus meetings, and presentations at meetings
- Maintain contact with small business organizations, government agencies, scientists, and managers to exchange ideas
- Assist with the Development of briefing documents, technical reports and presentations for key stakeholders

Qualifications

- Ph.D in Life Sciences/Engineering
- Strong writing and data analysis skills.
- Experienced in creating detailed and logical presentations in various formats (PowerPoint, Excel, etc.)
- Strong communication skills. Ability to effectively liaise with internal and external key stakeholders, manage existing client relationships, and generate new clients through existing networks.
- Ability to guide staff through multiple projects and adhere to deadlines.
- Experience evaluating product strategy models and commercialization pathways for early stage and/or emerging technologies.
- Experience developing Small Business Innovation Research (SBIR) or Small Business Technology Transfer (STTR) grant proposals.
- Excellent presentation skills and ability to lead a meeting.