

Overview

BioHealth Innovation, Inc. (BHI), is a Montgomery County innovation intermediary which translates market-relevant research into commercial success by bringing together management, funding, and markets. BHI is seeking an experienced life science professional with entrepreneurial and investment experience to join the BHI EIR team and serve as a half-time Entrepreneur-in-Residence (EIR) at the National Institutes of Health (NIH). This position will report to and work closely with our lead at the NIH SEED (Small business and Entrepreneurial Development) Office. The EIR will provide product, corporate, and private investment strategy for NIH-funded R&D teams and small businesses that are ready for the next step towards commercial success.



POSITION DESCRIPTION – Entrepreneur-In-Residence

The NIH is the world's largest early-stage biomedical investor, providing over \$1.2 billion annually in nondilutive funding through the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs and other NIH translational research and product development programs. The EIR program supports NIH's mission to accelerate the conversion of scientific discoveries into healthcare solutions.

The EIR will work directly with NIH staff and the NIH-supported portfolio of early-stage R&D teams and small businesses to mentor and enable business/product development. The EIR will bring, build, and expand networks with private and corporate investors and related stakeholder organizations that have a strategic interest in early-stage biomedical technologies. The EIR will also leverage the diverse expertise of BioHealth Innovation's EIRs and analysts. In addition, the EIR will support existing trans-NIH initiatives for early-stage product development and ideate, plan, and help to implement new programs.

Further specifics and responsibilities include:

- Advise, mentor, coach NIH-funded innovators on product development, commercialization strategies, and investor preparation.
- Help innovators with competitive landscape assessment, strategy development, market identification, regulatory and reimbursement concerns, definition of product-market fit for pharmaceutical and biotech products. Make introductions to resources for entrepreneurs as needed.
- Prepare innovators for private financing (seed-series A), devising tools, metrics and dashboards to gauge progress, outcomes, and successes.
- Educate and mentor both innovators and NIH personnel on issues and trends related to private investment (for example, term sheet, life science Venture Capital (VC) deals, angel investing).

- Utilize project management techniques and communication tools to report program initiatives, progress, and outcomes to NIH leadership.
- Ideate and assist in the implementation of new trans-NIH programs for entrepreneurial education and mentorship, as needed and requested.
- Cultivate and engage stakeholders within the external corporate and investor communities to provide connections, investor introductions, or technical and business resources.
- Provide similar business and technical support, coaching, and network expansion for translational (pre-company) technology development programs, such as NIH's Research Evaluation and Commercialization Hubs (REACH) (see <https://ncai.nhlbi.nih.gov/ncai/>), RADx programs (<https://www.nih.gov/research-training/medical-research-initiatives/radx/radx-programs>), or other translational product-development focused NIH initiatives.
- Identify, engage, and educate stakeholders within the NIH to help expand and enrich programs related to entrepreneurship and technology development and commercialization.
- Participate in and work with leadership on other NIH or trans-agency activities, programs, initiatives, funding opportunities or committees, as requested.
- Serve as a scientific and business resource to both the NIH and BHI communities on strategic development of key life science product development programs

OUTREACH & PARTNERSHIPS

- Engage and partner with investment associations, economic development, and business organizations for additional support as needed to educate, mentor, and coach and enhance commercial success of NIH innovators across the US.
- Maintain contact with small business organizations, government agencies, scientists, and managers within the entrepreneurial ecosystem to exchange ideas.
- Present and coordinate investor forums, conferences, and other matchmaking and networking opportunities for early-stage life science companies, scientists, universities, associations, and federal laboratories, as needed.

QUALIFICATIONS

- PhD in biological sciences or bioengineering, business degree a plus (M.B.A.)
- Possess network of investors and corporate strategists with an interest in early-stage life science technologies
- Ability to effectively liaise with internal and external key stakeholders, both within financial/business and technical/scientific communities
- At least ten years of (combined) experience working for an investment bank, venture capital group, or mid- to large-sized pharma or biotech company

- Sufficient scientific and product development skill set to analyze a breadth of innovations, with a focus on pharma and biotech
- Prior experience in life science product development and product strategy
- Strong organizational, analytical, communication skills with demonstrated ability to prioritize
- Interest in working in a fast-paced environment; entrepreneurial experience in the life sciences sector preferred
- Maintain flexibility in a changing environment and communicate effectively across highly matrixed organizations
- Excellent presentation skills and ability to lead a meeting and broker discussions
- Familiarity with the venture capital industry preferred
- Ability for occasional travel

These positions will report to and work closely with our lead at the NIH 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.

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 Lynne Brisbane at lbrisbane@biohealthinnovation.org