



POSITION DESCRIPTION

POSITION TITLE:	Business Development Manager
CLASSIFICATION:	AO6
DIVISION:	genomiQa
LOCATION:	Herston

POSITION OBJECTIVES

The primary objectives of the position are to:

- Drive the sales activities of genomiQa, working with the CEO, CTO and CSO, to understand potential customers, generate leads, present the genomiQa offering and generate income
- Support effective commercial engagement, including negotiating partnerships
- Manage a wide range of issues, which have a direct and critical impact on business development, intellectual property management and commercialisation
- Coordinate all interactions with a key commercial stakeholder as genomiQa's genomiQa's representative, through effective project management, direct liaison and coordination of activities
- Identify and manage opportunities to collaborate broadly with the key commercial stakeholder
- Effectively manage and report on intellectual property, patents, licenses and commercial matters by coordinating activities with internal and external stakeholders
- Participate as a member of the genomiQa management team through regular meetings providing timely updates and feedback on issues

ORGANISATION CONTEXT

genomiQa is well placed to be the global leader in unlocking the value of "whole" genome data for the benefit of patients, researchers, biopharma and medical specialists including clinicians, pathologists and geneticists.

This will be achieved by simplifying "whole genome" data into insightful decision support tools, providing the "whole genome" analysis pipeline as a software as a service (SaaS) or by adding genomics to clinical trials, ensuring added value by uncovering biomarkers or informative pharmacogenomics.

genomiQa is a spin-out company of QIMR Berghofer Institute of Medical Research and is

based at their campus in Brisbane, Australia.

REPORTING STRUCTURE

This role reports directly to the CEO; however, is expected to work with a high degree of independence in the determination of priorities and work standards within the position's areas of responsibility.

PRIMARY RESPONSIBILITIES

Identify opportunities and Drive Sales and Marketing plans

- Work closely with the bioinformation and genetics teams in the identification of inventions and the development of commercialisation strategies and plans
- Identify and evaluate scientific and commercial opportunities with major Pharmaceutical and Biotechnology companies
- Develop sales and marketing plans and materials to reach sales targets
- Directly interact with key stakeholders within the alliance partner or organization to ensure effective management of collaborations
- Proactively support business development activities within biopharma and contract research organisations
- Identify and proactively manage issues to ensure projects meet milestones

Other

- Participate as a key team member in the BDU, contributing to day to day goals for the unit through effective communication and collaboration
- Ensure work practices comply with the requirements of the Work Health and Safety Act, related legislative requirements and the Institute's OH&S policies and procedures

Key Selection Criteria (Qualifications, Experience, Skills and Abilities)

Essential

- Graduate qualifications in business, science or life science discipline with substantial experience working in a commercial environment, or equivalent combination of qualifications and experience
- Understanding of the commercialisation of intellectual property, valuation and negotiation – including identify and securing funding for commercial operations
- Experience selling products or services to Clinical Research Organisations. Pharma companies and physicians
- Experienced in the development of project proposals for funding and partnering opportunities
- Good project management skills with the ability to participate in the management of projects, which have a commercial focus
- Excellent interpersonal skills with the ability to form good working relationships with academic/research staff at all levels

- Experience working autonomously and as a member of a small team
- Good negotiation skills including experience analysing and evaluating alternatives