

BioHealth Innovation, Inc., (BHI) a non-profit organization which strives to facilitate the development of commercially viable bio health products and companies by connecting market relevant research assets to appropriate funding, management and markets, is seeking a Senior Analyst.

## **JOB TITLE – SENIOR ANALYST**

Reporting to the Lead Entrepreneur in Residence (EIR), the Senior Analyst will assist the EIRs in

- a) Evaluation of early-stage technologies
- b) Provide a strategic plan for start-up companies,
- c) Advise BHI on opportunities for new ventures, and assist with developmental strategies.

The Senior Analyst influences and supports the BHI organization by supporting the CEO and EIRs in strategically managing and providing information, intelligence and insights that drive critical business decisions. That would involve collection and interpretation of primary and secondary research and will provide strategic recommendations and insights on the direction of potential assets.

## **PROGRAM DEVELOPMENT**

- Develop and support effective scientific collaborations between Federal laboratories and agencies, universities, and the private sector to:
  - Identify opportunities for early-stage development collaborations and partnerships;
  - interface with private industry on the basis of specific technology areas to build partnerships;
  - minimize barriers for potential private, non-profit, and government entities to collaborate effectively with each other
- Foster the development and commercialization of cross-cutting advanced technologies by the small business community.
- Facilitate the development and commercialization of new technologies for research laboratories and biohealth applications.

## **TECHNICAL EXPERTISE, ANALYSIS & EVALUATION**

- Assist early-stage companies through the development of dilutive and non-dilutive grant submissions, business plans, pitch decks, comparative analysis, research market trends.
- Perform commercial analysis and coordination, including conducting comprehensive technical reviews of scientific studies, research, and analysis in the areas of advanced technology development.
- Utilize quantitative and qualitative approaches to manage and analyze research data from public and proprietary datasets. Use this foundational data to extrapolate strategies for advancing new technologies/products to market.
- Develop recommendations on market entry points for new technologies, geographic expansion opportunities for established products.
- Conduct literature reviews which include a combination of technical and business content.
- Utilize project management, databases and communication tools to report program initiatives, progress and outcomes to leadership.

- Creatively address organizational concerns by devising tools, metrics and dashboards to manage and report on projects, gauge progress, outcomes and successes.
- Perform scientific and commercial analysis to support diligence on potential BHI portfolio companies and/or supporting existing BHI portfolio companies.
- Identify new opportunities in pharmaceutical companies, biotechnology companies and organizations, universities, research funding organizations, venture Capital firms and private equity firms.

## **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
- Establish information exchange with academia, private industry, other government agencies, and advocacy organizations and, if appropriate, develop collaboration agreements
- Partner and support economic development organizations and business associations to educate the small business life science community about potential areas of collaboration
- Maintain contact with small business organizations, government agencies, scientists, and managers to exchange ideas
- Coordinate and assist in establishing investor forums and other matchmaking and networking opportunities for early-stage life science companies and scientists
- Develop summary and briefing documents, technical reports and presentations for key stakeholders

## **QUALIFICATIONS**

- Ph.D in life sciences or related field
- Experience or educational background to support market opportunity assessment, financial modeling or life sciences business consulting preferred.
- Interest in working within a small team to perform primary/secondary market research on competitors, markets and customer segments.
- Experience evaluating product strategy models and develop commercialization pathways for early stage and/or emerging technologies.
- Experience collaborating with team members to derive trends, conclusions, and recommendations based on the market research and product/technology evaluation
- Ability to work in a fast-paced environment and to manage/support multiple projects simultaneously.
- Robust scientific skill set to analyze a breadth of innovations.
- Strong organizational, analytical, communication skills.
- Ability to effectively liaise with internal and external key stakeholders.
- Demonstrated ability to multi-task, prioritize effectively, and to work well independently and in a team environment.
- Ability to maintain flexibility working in a changing environment and communicate effectively across the organization and with external scientists, professional collaborators and entrepreneurs.
- Excellent presentation skills and ability to lead a meeting.

**TERMS & COMPENSATION:** Compensation for this position is competitive and negotiable. BHI is an equal opportunity employer.