The International Centre for Genetic Engineering and Biotechnology (ICGEB), established in 1983, is an international, intergovernmental organisation conceived as a Centre of excellence for research, training and technology transfer to industry in the field of biotechnology to promote sustainable global development. The Centre conducts innovative research in life sciences and strengthens the research capability of its over 66 Member States through training, funding programmes and advisory services. Located in Trieste (Italy), New Delhi (India) and Cape Town (South Africa), and in collaboration with over 40 Affiliated Centres worldwide, the three ICGEB Components provide a scientific and educational environment of the highest international standards. Further information available at https://www.icgeb.org

The ICGEB invites applications for the post of IPR & Business Development Manager

POST TITLE: IPR & Business Development Manager

DUTY STATION: New Delhi

DATE REQUIRED: At the earliest

DURATION & REMUNERATION: The successful candidate shall initially be offered a twelve-month Special Service Agreement (SSA), renewable based on satisfactory performance. Salary will be up to Rs 75,000/- p.m. depending upon experience and competence.

DUTIES: Under the overall supervision of the Director, the incumbent will assist in the following:

- Works closely with scientific teams and other Unit members to develop client acquisition strategies;
- Assist Group Leaders in auditing new IP and in preparing the documents required for patent filing and co-ordinate with patent attorney/offices on technical and scientific issues related to patent filing/extension; interact with the ICGEB HQ and other Units in all matters related to patents and IPR’s generated by the New Delhi Component.
- Prepare and update a list of Patent attorneys for continued communication and handling cases.
- Assist the Director regarding process or technology transfers to industries and in the finalization of the relevant agreements, in co-ordination with legal advisers and Headquarters Legal Office, and Tech Transfer Office, keeping in view the legal and financial interests of ICGEB as well as the ICGEB Policy Guidelines on Intellectual Property Rights.
- Actively contribute to improve and implement best practices and solutions for IPR management and Tech Transfer contracts and policies by participating to the ICGEB IP Committee.
- Maintain all records and documentation concerning matters related to IPR’s and industrial agreements and monitor all relevant correspondence as well as periodical review of the industries to monitor progress and implementation of the agreements.
- Perform follow-up and impact assessments on transferred IPR and industrial research cooperation agreements in collaboration with Tech Transfer personnel at HQ, to better position ICGEB and its impact worldwide.
- Collect, file and receive agreements from external legal advisor to be distributed to Group Leaders, Director, ICGEB HQ for finalisation and subsequent internal record. Empanelment of legal/IPR consultants, processing of bills and maintaining records for payments.
Builds new client relationships and strengthens existing partnerships through capable management of existing collaborations;

Understand the requirements and procedures for research funding from various national and international agencies. Act as first point of contact for academic and research staff and as liaison with external bodies, to provide professional advice and facilitate the preparation, negotiation and securing of research contracts;

Identify and internally disseminate targeted research opportunities and assist in formulating and developing strategic research initiatives, in order to increase the research capacity and income of the institute;

Provide strategic grants advice, with an overview of national and international funding bodies;

Drafting, negotiating and finalizing grant agreements;

Coordinate with external technology transfer agencies to facilitate technology transfer

Prepare technology factsheets for technologies developed within the institute and identify opportunities for visibility of the technologies.

In-depth knowledge of the regulations and guidelines governing research in an academic environment;

Develops and maintains current, in-depth, relevant functional knowledge (such as scientific and technical aspects) of projects in support of the business on a global basis

Excellent verbal and written communication skills and confidence dealing with all levels of an organization;

Identify and support new business opportunities for research: keep abreast of funding trends and opportunities in industry and industry linked programmes and act as a first point of contact for industry related programmes;

Develop and deliver an on-going engagement strategy with industry clients active in relevant areas of biotechnology;

Manage the implementation of project deliverables including planning, overseeing and implementing change management strategies associated with project outcomes;

QUALIFICATIONS AND ESSENTIAL SKILLS:

- M.Sc. life sciences (Chemistry, Biology, Life Science, etc.) or allied fields, with a formal Graduate/Post-Graduate Diploma in IPR from a recognized university.
- 3-10 years’ experience in the scientific research environment; dealing with IPR matters, business development, promotion of translational research role;
- Highly developed planning and organizational skills, with experience establishing priorities, allocating resources and meeting deadlines;
- Highly developed analytical, evaluation skills including demonstrated ability to quickly assimilate new concepts and information and deliver positive, innovative solution;
- Strong communication and organizational skills;
- Self-driven, articulate, and independent;

LANGUAGES: English is essential. Knowledge of Hindi is desirable

APPLICATION DEADLINE: 31st August 2023

Candidates should submit their full CV by completing the ICGEB’s Personal History Form available online at: https://www.icgeb.org/about-us/work-with-us/, together with a cover letter outlining motivation for application and full contact details of three referees.

Applications should be addressed to Personnel Unit, ICGEB, New Delhi, India
E-mail: icgeb.ndpersonnel@gmail.com, quoting reference ND/Admin/03-23 “IPR & Business Development Manager” no later than 31st August 2023