

HUB INNOVAZIONE TRENTO s.c.a.r.l. (HIT)

Call for Applications

Technology Transfer Specialist – Biotech

Opening date: February 14, 2017

Application deadline: March 5, 2017 – 11:00 A.M. (CET)

Article 1

(General Context)

HUB INNOVAZIONE TRENTO s.c.a.r.l. (HIT) intends to select a candidate for the position of Technology Transfer Specialist in the Biotech field.

HIT is a non-profit corporate consortium with limited liability, whose stakeholders are University of Trento (www.unitn.it), Bruno Kessler Foundation (www.fbk.eu), Edmund Mach Foundation (www.fmach.it) and Trentino Sviluppo (www.trentinosviluppo.it).

The vision at the basis of HIT is to foster the economic growth of Trentino and its entrepreneurial environment through the driver of innovation.

The mission of HIT is articulated on three main priority goals:

- catalyzing innovation opportunities for local enterprises and for its stakeholders;
- promoting research results of Trentino's research centres with the aim of favouring local economic development;
- supporting local enterprises in their innovation and internationalisation processes within national and European network.

Article 2

(Job Description)

The successful candidate will work to strengthen HIT's technology transfer capacity in the Biotechnologies markets within a Unit committed to the following goals:

- i. supporting HIT's research shareholders to fully exploit their research potential into new marketable knowledge, IPR, and eventually start-ups;
- ii. supporting HIT's shareholders in the growth and development of their units and areas of activity towards the most promising application domains and markets;
- iii. assisting HIT's shareholders on industrial/investors attraction towards Trentino, leveraging on the strong capability of the local research and innovation ecosystem;
- iv. supporting commercialization and exit of the most promising technologies included in the portfolios of HIT's shareholders.

Hub Innovazione Trentino

In sigla HIT, Società Consortile a Responsabilità Limitata

Sede Legale e Amministrativa: Via Santa Croce 67 - 38122 Trento (Italia)

Tel. 0461 314 057; Mail info@trentinoinnovation.eu; PEC hubinnovazione@pec.it

C.F., P.IVA. e Reg. Imp. di Trento: 02392830226

Capitale Sociale in Euro 40.000,00 i.v.

Article 3

(Duties and Responsibilities)

The successful candidate has advanced level skills in new technology marketing and licensing, assuming primary responsibility to facilitate technology transfer operations, assisting researchers and staff with the establishment of new commercialization agreements and business development relationships. He/she will assume primary responsibility in development and commercialization of technologies, supporting the establishment of R&D collaborations with industry partners to advance early stage discoveries, and managing relationships with key internal and external stakeholders to proactively enable technology transfer. Also, the successful candidate will provide high quality services including invention receipt and capture, scouting of technology trends and coaching, patentability assessment, market analysis and outreach (in-depth marketing support strategic and tactical), business development (structuring, drafting and negotiating commercialization agreements), and will be responsible for the structuring, negotiation and execution of outbound intellectual property/technology based transactions.

Finally, the successful candidate will develop a network of industrial partners for ventures, partnerships or investments.

Professional requirements are listed in the following table. Candidates who do not meet the minimum requirements will not be considered eligible. Preferred requirements are not relevant for eligibility purposes, but they will be taken into account to evaluate applications.

Minimum requirements	Preferred requirements
<ul style="list-style-type: none"> • Degree in the fields of biology, biotechnology, biomedicine, pharmacy, bioengineering or relevant technical/scientific fields • At least three years of work experience related to technology transfer or licensing in a science context at international level • Work experience in close connection with industrial environments • Professional English level 	<ul style="list-style-type: none"> • Highly preferred educational requirement is MBA, preferred requirement is a PhD in relevant fields • Preferred work experience at multinational companies or investment funds with exposure to technology commercialization • Knowledge of additional languages • Track record of negotiations and closed deals with industrial players or investors (candidates are requested to provide disclosable details) • Additional training on contract and patent laws, university policies, industry and regulatory requirements.

On the basis of the fulfilment and evaluation of the requirements above, a short-list of candidates will be interviewed to assess the ability to perform the duties and responsibilities listed above, including the overall skills in technology marketing and licensing and the capacity to provide expected high quality services.

Article 4

(Type of Contract and Terms of Employment)

HIT will offer a full-time, 2-year term, employment contract.

The salary will be determined based on the qualifications and experiences of the successful candidate, in accordance with applicable provisions of the Provincial Collective Labor Agreement for Foundations (*Ccp/ Fondazioni, L.P. 14/2005 e ss.mm*).

The post will be based at HIT premises, in Trento, Italy.

Article 5

(Selection Procedure)

Upon expiration of the deadline for submission, a Committee will assess the applications based on the requirements specified in Article 3 above. A shortlist of candidates considered more suitable will be invited for an interview with the Committee. The interview may also be held remotely.

Based on the comparative assessment and the interviews, the Committee will identify the candidate deemed to be the most suitable for the position. The Board of Directors will resolve the hiring of such selected candidate.

For transparency purposes, the name of the selected candidate who will accept the position will be published on HIT website.

Article 6

(Application Procedure)

In order to apply for the Technology Transfer Specialist – Biotech position, candidates are invited to send an application to the e-mail job@trentinoinnovation.eu, indicating in the e-mail subject: “Technology Transfer Specialist – Biotech”.

Email with a different subject will NOT be processed.

The submission of an application is tantamount to an explicit permission to HIT to process personal data, pursuant to Italian Legislative Decree 196/2003 and subsequent amendments, for the purpose of completing the selection procedure and, in case of hiring, for the purpose of managing the employment relation.

Applications must be submitted before and no later than **March 5, 2017 at 11:00 A.M. (CET)**.

Applications received after the above deadline will NOT be eligible, even if the non-delivery or late delivery is due to force majeure, unforeseeable events or the actions of third parties.

Each candidate is required to submit the following documents:

- i. Curriculum Vitae, in Italian or English;
- ii. Cover letter, in Italian or English.

For any technical problem incurred in the application submission, please send an email to info@trentinoinnovation.eu.

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Article 7
(Equal Opportunity Policy)

HIT supports equal opportunities, promotes equality between women and men, and ensures equal dignity at work for all people, regardless of ethnicity, nationality, marital status, gender, sexual orientation, religion or political belief, disability, age.