

Portail Emploi CNRS - Job offer - Transfer Engineer (PIT) for technological platform axis

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Application Deadline : 17 February 2023

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General information

Reference : UMR8104-MARETO-009

Nombre de Postes : 1

Workplace : PARIS 14

Date of publication : Friday, January 27, 2023

Type of Contract : FTC Technical / Administrative

Contract Period : 36 months

Expected date of employment : 1 March 2023

Proportion of work : Full time

Remuneration : Negotiable according to experience

Desired level of education : 5-year university degree

Experience required : 1 to 4 years

Missions

In order to develop the opening of its services to the industrial market, the platform axis of the Cochin Institute needs the skills of a transfer engineer. He/she is recruited as part of the Transfer Engineer Program ("PIT") of the CNRS, one of the supervisory bodies of the Cochin Institute. This program intends to strengthen research valorization and technology transfer in sectors of economic activity identified as priority.

The mission of the transfer engineer is to identify biomedical and healthcare companies as potential industrial partners of the platform axis, and to develop the service relationships and partnerships with them. Within the Cochin Institute, he/she will be attached to the Valorization and Technology Transfer Pole.

Activities

Elaborate and develop a strategic plan to open up the services of the platform axis to the industrial market and ensure its implementation.

- Identify and decline the technical offers of the platforms on the appropriate media in order to increase their visibility.
- Identify the needs of potential industrial partners (pharmaceutical or

biotechnology companies; small, medium and large). Prospect and develop network of industrial contacts of the platform axis.

- In conjunction with the managers of the platforms: set up services and collaborations with industrial partners; participate in the negotiation of contracts; assist in setting up and coordinating projects and monitor their implementation.
- Develop a commercial approach to promote the service offer of the platforms. Represent and present the platform axis at trade shows and conferences, and within local and national professional networks (competitiveness clusters, Carnot Institutes, industrial sectors, etc.).

Skills

Training and experience

The transfer engineer will have a scientific education at the level of Master or engineering school in the fields of biology, biomedical and/or biotechnology, completed by a technical-commercial and/or business management education. Experience in business development in the field of health or biotechnology, acquired in industry, would be an asset.

Knowledge

- Business environment (small, medium and/or large companies) in the scientific, biomedical, pharmaceutical and/or biotechnology fields, particularly with regard to public-private partnerships and/or R&D.

Required skills

- Commercial prospecting and practices, contract negotiation.
- Project management methodology (feasibility studies, use of management and reporting tools).
- Oral and written comprehension and expression in French and English at a minimum level of B2 (Common European Framework of Reference for Languages).

Required qualities

- Ability to work in a team, establish relationships, transmit information.
- Ability to adapt and to interact with different profiles (scientists, industrialists, lawyers...).
- Capacity for autonomy and initiative.
- Priorities management.
- Compliance with the rules of discretion and confidentiality.
- Good interpersonal skills, particularly in the context of negotiations, public speaking and raising awareness.

Work Context

The Cochin Institute is a biomedical research institute whose mission is to provide a continuum from basic research to clinical research and industrial applications. It is located on the site of the Cochin Hospital with which it has strong interactions. It has 5 research axes regrouping 41 research teams, and 1 technological axis regrouping 9 platforms.

The range of technologies offered by the platform axis allows the study of living organisms from the molecule to the whole organism. The platforms are open to users of the site as well as to any research team from the academic and industrial

worlds.

Constraints and risks

Some Business trips

We talk about it on Twitter!