

UNIVERSITY OF CYPRUS
biobank.cy
CENTER OF EXCELLENCE IN BIOBANKING AND BIOMEDICAL RESEARCH
VACANT POSITION FOR A SPECIAL SCIENTIST – BUSINESS DEVELOPMENT MANAGER

Title: Special Scientist - Business Development Manager
Number of positions: One (1)
Category: Contract for 2 years, with potential for renewal
Place of employment: University of Cyprus, Nicosia

The biobank.cy Center of Excellence in Biobanking and Biomedical Research of the University of Cyprus has one opening for a Special Scientist, funded by the research program: Biobanking and the Cyprus Human Genome Project (CY-Biobank), which is co-funded by the European Commission, the Republic of Cyprus and the University of Cyprus.

biobank.cy Center of Excellence

Established in 2019, the biobank.cy is developing the first state of the art Biobank in Cyprus while it aspires to fostering front-line research on human genetic diseases and offer better prospects for diagnosis, prevention and therapy, in the framework of precision medicine.

Required Qualifications:

- A first degree in the biomedical field or related sciences.
- An MBA (Master of Business Administration).
- Holding a PhD in applied sciences and/or business administration will be considered as an advantage.
- Proven work experience (>7 years) as a business development manager, or a relevant role.
- Ability to manage complex projects and effective multi-task.
- Diagnostics market knowledge and work experience will be considered as an advantage.
- Excellent communication and negotiation skills, presentation, and teamwork skills.

Candidate Profile:

The candidate should be creative, enthusiastic, and passionate. Candidates do not have to be citizens of the Republic of Cyprus. A candidate with previous experience in a similar position, who also has proven qualifications and the ability to take initiatives, will be preferred.

Responsibilities:

- Develop a growth strategy for the Center, focused both on financial gain and customer satisfaction.
- Develop goals for business growth based on set KPIs and ensure they are met.
- Follow strategy and action plan for innovation Management and IPR for the Center.
- Follow Marketing and Exploitation strategy guidelines for the Center.
- Conduct research to identify new markets and customer needs, research organizations and individuals to find new opportunities.
- Contact potential clients and arrange meetings (e.g. hospital executives, doctors etc).

- Increase the value of current customers while attracting new ones.
- Develop quotes and proposals for clients.
- Keep records of sales, revenue, invoices etc.
- Attend conferences, meetings, and industry events.
- Assist in preparing reports and project deliverables based on quality objectives and standards.
- Develop effective presentations and update materials to communicate business development metrics.
- Ability to cooperate with international partners in a multi-cultural environment.

Terms of employment

The position is for a two-year full-time contract with the possibility of renewal depending on funding. The monthly gross earnings will range depending on qualifications from €2500-€3500. Employee contributions will be deducted from this amount. The program does not provide for the payment of 13th salary.

Submission of applications:

- A letter expressing interest to the position with a brief description of qualifications (1 page).
- A brief curriculum vitae with description of previous experience (2 pages).
- Copies of degrees.
- Contact details for at least two people qualified to provide recommendation for the candidate.
- Certificates attesting to the good knowledge of the Greek and English language, unless this is attested by the mother tongue of the candidate or he/she is a graduate of a Greek/English school/University.

At least the best three candidates that satisfy the required qualifications, will be interviewed by a 3-member Committee. Candidates shall be informed of the result of their application by the relevant entity.

The University of Cyprus shall collect and process your personal data according to the provisions of the General Regulation on Personal Data 2016/679 (EU).

The University of Cyprus (UCY) is committed to promoting inclusivity, diversity, and equality, as well as the elimination of all forms of discrimination in order to provide a fair, safe, and pleasant environment for the entire university community, where students and staff members will feel supported both in their professional and personal development, within and beyond their multiple identities. To this end, UCY seeks to create the necessary conditions that will encourage and respect diversity and ensure dignity both in the workplace and society at large. Moreover, UCY has adopted specific policies to promote equal opportunities, as well as respect and understanding of diversity, while it is committed to promoting and maintaining a working, teaching, and learning environment, free from any form of discrimination, whether direct or indirect.

The application material should be sent electronically as one single pdf file to biobank@ucy.ac.cy , at the latest until 08th October 2023.

For more information the candidates may contact the Coordinator of the project, Prof. C. Deltas, Tel.: 22-892882 or Email: Deltas@ucy.ac.cy