

Job Description

Title: Business Development & Licensing Director

Position: Permanent full-time or part-time

Posted: 03/06/2025

Location: Wyss Center for Bio and Neuroengineering, Campus Biotech, Geneva Switzerland

About the Wyss Center for Bio and Neuroengineering, Geneva, Switzerland

The Wyss Center is an independent not-for-profit translational R&D and venture builder organization focused on advancing disruptive neurotechnologies to transform the lives of people with neurological and mental health disorders. The Center pursues transformational technologies in artificial intelligence, bio- and neuroengineering to restore essential neural functions and deliver precision therapeutics for people with debilitating neurological and mental health disorders.

Based at Campus Biotech in Geneva, Switzerland, the Wyss Center partners with faculty, clinicians and industry, in Switzerland and internationally, to drive innovation, build ventures, and maximize clinical impact. The Wyss Center was established by a generous donation from the Swiss entrepreneur and philanthropist Hansjörg Wyss in 2014.

About the Position

The **Director of Business Development & Licensing** (BD&L) will lead strategic initiatives to identify, develop, and execute partnerships, licensing agreements, and commercialization strategies. This role is pivotal in building and nurturing relationships with external stakeholders, including academic institutions, research organizations, industry partners, investors, and other non-profits, to facilitate the translation of our research and innovations into tangible benefits for people with neurologic and mental health disorders.

The ideal candidate is a dynamic, hands-on leader with a strong background in business development, licensing and translational research, capable of navigating the intersection of science, entrepreneurship, and industry. The Director will drive revenue growth, forge strategic alliances, and maximize the value of our IP portfolio while supporting the Wyss Center's mission to bring transformative technologies to market.

They will directly report to the Center's Director.

Key responsibilities

In their position, the **Business Development & Licensing Director** will have a broad set of responsibilities which includes:

- Collaborate with research and development teams to identify and evaluate potential business opportunities, perform competitive analysis and develop business plans for entrepreneurial projects.
- Monitor and evaluate the performance of existing projects and partnerships, including Wyss Center spinoffs and investments, and identify opportunities for expansion or improvement.



- Conduct market analysis to identify emerging trends and align BD strategy with commercial opportunities.
- Lead and manage negotiations and the development of company formations, licensing agreements, and other strategic partnerships on behalf of the Center, maximizing impact while strictly adhering to the Center's non-profit mission.
- Identify and pursue opportunities for revenue generation through strategic investments and licensing activities to support and advance the Center's ventures and technologies.
- Build and maintain strong relationships with key stakeholders, including potential partners, clients, and industry leaders.
- Interface with legal, finance, and operations teams to ensure smooth execution of agreements and alliance management.
- Identify, cultivate, and manage relationships with key external stakeholders, including academic institutions, research organizations, investors, industry partners, and other non-profits.
- Ensure compliance with all relevant legal and regulatory requirements related to business development and licensing activities.
- Represent the Center at industry events, conferences, and meetings to build relationships and promote partnership opportunities
- Provide mentorship, guidance, and professional development opportunities to the Center's team.
- Foster an entrepreneurial mindset as well as collaborative and results-oriented work environment.

Required competence and experience:

- Degree (MSc, MBA, or equivalent) in a relevant scientific or business discipline. Equivalent experience may be considered.
- 8+ years in business development, licensing, or technology transfer.
- Proven success in negotiating and closing complex agreements.
- Experience in translational research, venture creation, or IP commercialization.
- Strong understanding of IP valuation, licensing strategies, and contract negotiation.
- Excellent communication and interpersonal skills.
- Strategic thinker with strong analytical and problem-solving abilities.
- Ability to manage multiple projects in a fast-paced, cross-functional environment.
- Fluency in English; French is a plus.

To apply, please send your CV and cover letter to HR@wysscenter.ch no later than 24.06.2025.

