

MASS GENERAL BRIGHAM JOB DESCRIPTION

Innovation and Business Development Manager, Ragon Institute

GENERAL SUMMARY / OVERVIEW

Innovation is a 140 person Mass General Brigham (MGB) business development unit responsible for the worldwide commercial application of the breakthroughs and outstanding capabilities of its Harvard faculty and the rest of MGB's 82,000 employees. It drives patient benefit and revenue generation through industry collaborations, investing from its \$500 million venture fund, company creation, licensing, and innovation management for MGB's core Harvard affiliated hospitals including Massachusetts General Hospital and the Ragon Institute.

The Ragon Institute is an unrivaled collaboration between Mass General Hospital, Harvard University and the Massachusetts Institute of Technology (MIT). Ragon's unique vision is to harness the immune system to prevent and cure human disease. Ragon's cross-disciplinary approach breaks down barriers and transforms human health on a global scale. Its compelling goal is to become the world's premier immunological research institute.

PRINCIPAL DUTIES AND RESPONSIBILITIES

The Innovation and Business Development Manager orchestrates cutting edge initiatives, transactions and investments to deliver patient benefiting commercial outcomes from the high impact science being conducted by Ragon Institute investigators.

- Represents Ragon Institute and MGB to the highest level of industry, philanthropy, investment community, academic medicine and government.
- Manages a portfolio of Ragon Institute innovations.
- Leads deal development, assessment and marketing of early stage Ragon inventions and capabilities.
- Identifies, crafts, and launches large scale alliances and collaborations.
- Develops strategies to optimize the commercial impact of Ragon Institute research output.
- Collaborates closely with Ragon faculty and provides guidance and support for inventions, intellectual property and collaborations.
- Interacts with Ragon Institute Leadership and advisors to identify strategic opportunities and priorities.
- Uses performance measures to enable business development priority setting, deal management and outcomes.
- Collaborate with Innovation teams to advance Ragon commercial outcomes.

QUALIFICATIONS

- Undergraduate degree in science, engineering, life sciences or healthcare economics required.
- PhD with a minimum of 3 years directly relevant business development, licensing, IP management, technology commercialization or deal making experience preferred, or
- Master's degree in business, law or sciences with a minimum of 5 years of directly relevant business development, licensing, intellectual property management, technology commercialization or deal making experience.

SKILLS/ABILITIES/COMPETENCIES

- Must become a valued partner to Ragon faculty by delivering outcomes, insights and depth of understanding of the Institute, its mission and vision.
- Highly organized with demonstrated ability to prioritize actions.
- Concurrently leads multiple opportunities and relationships with contending timelines.
- Identifies and engages potential licensees, investors, and academic and industry collaborators.
- Leads diligence assessments of commercialization pathways and potential partners.
- Shapes and leads the execution of deals based on Ragon competencies and technologies.
- Positions Ragon Institute and gains confidence, trust and respect of clinicians, scientists, investors, industry representatives, entrepreneurs and administrators.
- Demonstrated ability to resolve cross functional challenges; shows good judgment in sophisticated situations.
- Outstanding verbal, writing, presentation and analytical skills.

WORKING CONDITIONS

Standard office setting at Innovation Office and the Ragon Institute, 40hrs per week, may require night and/or weekend work on occasion.