

Business developer and marketing specialist position for European Project on time-temperature indicators for pharmaceuticals

The candidate will work on the project *The cold-chain challenge: à la carte Time-temperature indicators enabled by patterned structural colour in organic semiconductors (VERITASCAN)* within the framework of the EU ERC Proof of Concept 2022 grants. The ambition of **VERITASCAN** is to advance a novel class of time-temperature indicators characterized by low cost, broad application-centred customisability and ease of handling.

Time-temperature indicators (TTIs) are used to provide visual cues for the undesirable exposure to high temperatures of delicate pharmaceutical and biomedical products such as vaccines, plasma and peptides. Despite the accelerating growth of the global cold-chain market, the existing TTIs cannot address the broad palette of emerging application requirements.

VERITASCAN aims to advance a new TTI concept based on molecular electronic materials and micro-patterning methods pioneered within our group to address the urgent demands of the pharmaceutical market. The goal of the project is to rapidly demonstrate the added value potential of the technology and establish the strategy for its optimal short- and long-term development.

For this specific position our team are looking for a **business developer / marketing specialist** to accelerate progress by directing the R&D activities to the specific demands of the market in terms of application specifics, cost, product design and business model.

Main tasks of the candidate

- a. Perform market research and explore the relevant legislation.
- b. Establish and maintain industrial contacts for technology validation.
- c. Organise and participate in interactions with the end-users to fine-tune the product concept.
- d. Lead dissemination activities and establish marketing strategies.
- e. Attend international trade-fairs to increase visibility of the technology.
- f. Business model development, analysis of cost and upscaling potential.
- g. Assist with technical tasks to become familiar with the technology.
- h. Participate in the implementation of IP protection strategy.



Requirements

The candidate should have a Bachelor degree or above in Business or Physical Sciences and a high level of written and spoken English. Most importantly, we are looking for a candidate motivated by ‘science in service to society’ and the opportunity to work in a team that aims to deliver a transformative technology to the market.

Any other relevant experience and expertise will be considered an advantage and we ask you to please mention it in your letter of motivation.

- Have you worked previously in the pharmaceutical sector or with molecular electronic materials?
- Any prior experience in consulting, sales or marketing, or relevant internships?
- Are you a team player with strong interpersonal skills and previous international experience?
- Do you have the passion to lead a possible spin-off company?

We look forward to hearing from you.

About The Nanostructured Materials for Optoelectronics and Energy Harvesting Group

The Nanostructured Materials for Optoelectronics and Energy Harvesting (**NANOPTO**) research group focuses on producing and characterizing advanced semiconducting structures with the main objective of understanding their fundamental behaviour in order to tailor and improve their functionalities and empower different applications in the areas of optoelectronics, energy harvesting, and sensing.

The team in charge of **VERITASCAN** project is led by Prof. Mariano Campoy-Quiles and Dr. Aleksandr Perevedentsev. The focus of their research lies in the experimental development of organic and hybrid-based materials for applications in energy (photovoltaics and thermoelectrics) as well as optoelectronics (e.g. photodetectors). The group also has a strong background on advanced spectroscopic techniques as well as a broad processing toolkit and an extensive collaboration network with researchers working at the most prestigious international centers, which we intend to nurture.

We value a diverse and inclusive working environment, where all team members would have excellent opportunities for learning and contributing.

For more information, please visit: <https://nanopto.icmab.es/>



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About ICMAB

The Institute of Materials Science of Barcelona (ICMAB-CSIC) is a multidisciplinary research center focused on cutting-edge research in functional advanced materials in the fields of ENERGY, ELECTRONICS, NANOMEDICINE and application fields yet to imagine.

The ICMAB is integrated within the Barcelona Nanocluster in Bellaterra (BNC-b), a research network that includes the UAB, the CSIC (ICMAB, IMB-CNM and ICN2) and IRTA, part of the UAB Research Park of the Universitat Autònoma de Barcelona (PRUAB) and the ALBA Synchrotron. The BNC-b aims to share advanced scientific equipment and promote and disseminate nanoscience and nanotechnology.

The ICMAB offers a complete range of scientific services, including a 10,000 class cleanroom (the Nanoquim Platform) that are open to interested parties, whether these are academic or from industry, and it participates in all kinds of educational and promotional activities. Many ICMAB researchers teach at the UAB Master's degree in Nanotechnology and Materials Science as well as on the UAB degree on Nanoscience and Nanotechnology.

<https://icmab.es>

Details of the position

Contract (full time) duration: one year.

Tentative starting date: April 2023.

Further information (contact persons): Dr. Aleksandr

Perevedentsev (aperevedentsev@icmab.es) and Prof. Mariano Campoy-Quiles (mcampoy@icmab.es).

How to apply

Interested candidates should send by email to project officer Eulàlia Pujades (epujades@icmab.es) the following documents:

- motivation letter (where you introduce yourself, previous experience in relation to the post and future goals)
- detailed CV, including the academic record, and a list of references with contact details

Please, label your documents CV-VERITASCAN_MB-XXX.pdf and Letter-VERITASCAN_MB-XXX.pdf, replacing XXX by your surname and mention position "Open Position VERITASCAN MB" in the email title.

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Closing date for application: the application process will be closed on February 3rd or when a suitable candidate is found. However, in the interest of gender equality, this may be extended until the ratio between female and male applicants is reasonable.