

INTELLECTUAL VENTURES®

TITLE: Director, Business Development – HealthCare, Life Sciences

LOCATION: Bellevue preferred, other locations negotiable

IV is a privately held invention investment company based in Bellevue, Washington. At IV we believe ideas are valuable, and so are the people who generate them. Our people impact invention through pioneering research and partnerships, from tackling humanitarian challenges in the developing world, to giving entrepreneurs the tools to accelerate innovation, to spinning out new companies that create transformative technologies. That's the essence of Impact Invention—our belief that we can change the world through the power of invention—and we're looking for people who share our passion for world-changing ideas.

The Invention Science Fund (ISF), established in 2003, is an interdisciplinary team that includes 11 of top 50 American inventors. The team is focused on enabling breakthrough technologies to thrive globally – through invention sessions, licensing, joint ventures and startups – in areas such as metamaterials, biomedical technologies, energy, communications, the Internet of Things and more. These inventions have led to an array of spinout companies and products that have received hundreds of millions of investment dollars for commercialization.

Intellectual Ventures is looking for a senior member to join its team. This individual will be broadly responsible for incubating and spinning out new businesses built around ISF's and Intellectual Venture's growing life science and healthcare portfolio, as well as a broad range of other technology areas. Specific areas may include: medical devices (for both consumers and the clinic), data-driven healthcare systems, and biotech. Reporting to the Head of Invention Program Management, the individual will work closely with other key internal and external stakeholders including the founders of IV and external partners.

Major Responsibilities:

The individual must have credibility across multiple technologies and with outside investors. They will have experience developing business plans, raising capital, recruiting and building leadership teams and spinning out new companies. Responsibilities include the following:

- Drive strategy and tactics regarding startups and future invention areas
- Perform market, regulatory and technology analysis for global businesses
- Develop business plans that incorporate foundational IP, as well as lead development of new IP to support new ventures
- Manage simulation and/or proof of concept and prototyping efforts
- Establish initial customer relationships and key partnerships for new ventures
- Recruit the initial leadership team for each planned spinout, including CTO and CEO
- Provide continued coaching and guidance to venture leadership teams on the business plan, fund raising, investor relations and other key business issues
- Provide general leadership and management to cross-functional venture creation teams

Key Qualifications:

The individual must have a broad-based business background, technical and influencing skills to function successfully in this highly visible and challenging position. They will have experience and strong relationships with start-ups, entrepreneurs and investors.

The following background is required:

- Previous experience in a Venture Capital firm and/or a strong track record of having successfully built startup companies from the ground up
- Strong relationships with C-Suite leadership, investors and entrepreneurs

Strong experience raising funds from a variety of investment sources including venture capitalists and large, private investors is preferred.

Skills:

- Bachelor's degree in a STEM field preferred; advanced business and/or technology degree(s) is a plus
- Interdisciplinary life sciences/healthcare experience required; additional technical areas strongly preferred
- Successful track record of incubating startup companies either as a Founder and/or investor, including leading cross-functional teams
- Demonstrated ability to develop and leverage C-Suite relationships
- Ability to attract senior level management teams to early stage companies
- Excellent written and verbal communication and presentation skills
- Experience with IP and invention
- Exceptional negotiation and influencing skills
- Proven history of developing and maintaining strong investor and entrepreneur relationships
- Experience building businesses across multiple geographies, particularly US and Asia
- Strong business acumen
- Comfort with ambiguity and managing multiple projects simultaneously

We are an equal opportunity employer.