Vice President of Life Sciences

Job Title: VP, Life Sciences

Date Available: June 1, 2017

Salary: $130,000 - $150,000

Hours: Full time

Location: 310 Evernia Street, West Palm Beach, Florida

Description

The Business Development Board of Palm Beach County (hereafter referred to as BDB) has an immediate opening for the position of Vice President of Life Sciences. The BDB is a private, not-for-profit corporation founded in 1982 by Chambers of Commerce, the Economic Council, and other business leaders. The BDB is designated by the State of Florida and Palm Beach County Commission as Palm Beach County's official economic development organization. The mission of the BDB is to stimulate economic energy, promote business diversity, and enrich the vitality of Palm Beach County through the relocation, retention, and expansion of companies to or in Palm Beach County.

The Vice President of Life Sciences will be the administrative head of the Life Science Advisory Council (LSAC), serving as the “public face” of the LSAC, and will report to the President & CEO of the BDB. The Vice President of Life Sciences will be an experienced manager with great vision and creativity and possess effective leadership and negotiating skills. To fulfill the mission of the BDB, the Vice President of Life Sciences will work closely with strategic partners within Palm Beach County’s Life Science industry including research institutes, colleges, universities, and the private sector.

Duties/Responsibilities

The Vice President of Life Sciences will:

1) Maintain an effective outreach and collaboration program with participating Industry partners across diverse disciplines including bioscience, pharmaceuticals, medical device manufacturing, etc.
2) Lead and be responsible for the life science strategic initiative in Palm Beach County
3) Work with the LSAC and BDB Marketing team to develop appropriate marketing materials
4) Develop and cultivate a funding platform that outlines the financial resources and contacts to properly direct life science companies seeking funding
5) Coordinate with the BDB executive team in efforts to re-locate and expand life science companies to Palm Beach County
6) Be responsible for the execution of outreach plans to industry leaders and college and university members
7) Be responsible for developing and tracking industry initiative performance metrics as outlined in the Palm Beach County Life Science Strategic Plan
8) Cultivate effective communication, cooperation, and trust with C-Level industry executives, distinguished college and university faculty members, and elected officials
9) Other duties as assigned by the President & CEO of the BDB

**Required Qualifications**

1) Bachelor’s degree in the Life Sciences, Business, Sales & Marketing or economic development experience in the life science industry
2) Relevant work experience with business development and/or project management
3) Proven communication skills, both oral and written
4) Excellent interpersonal skills are a must
5) Ability to clearly and accurately present the goals of Palm Beach County’s Life Science initiative
6) Have experience with and/or strong knowledge of the commercial, government, academic, and bioscience sectors and understand the capabilities and limitations of each
7) Have experience in raising equity and non-equity funding from organizations
8) Ability to work independently, problem solve, take initiative, set priorities and handle multiple projects efficiently and effectively.
9) Takes responsibility and initiative to set and meet goals, objectives, and obligations while representing the mission, vision, and values of the BDB
10) Must be detail oriented, well organized and committed to sharing the story of the life science initiative in Palm Beach County
11) If selected, either be or become a resident of Palm Beach County

**Preferred Qualifications**

In addition to the above noted required qualifications, the following qualifications are also preferred and desirable:

1) Master’s degree in a scientific discipline or business
2) 4 or more years of previous business development experience in Biotech or Pharma. Prior investment banking experience as well as Research & Development or project management roles within Biotech/Pharma are also highly valued
3) Advanced degree in a technical field from an accredited program
4) Experience in a management role in private industry showing a steady history of growth and success
5) Have extensive knowledge of the Life Sciences community within South Florida
6) Having an existing network of life sciences contacts is a plus

Please submit cover letter and resume to Shereena Coleman at scoleman@bdb.org