

ORGANISATION

DPI is an international collaboration platform enabling industry to join forces in polymer research. DPI's research programmes, jointly shaped and jointly funded by its industrial partners, bring together the strategic needs of industry and the scientific capabilities of world-class scientists working at universities and research centres across the globe. Participating in DPI is a cost-effective way for companies to expand their scientific base, enhance their innovation potential and explore new fields extending beyond the scope of their individual R&D and innovation portfolios. In partnership with industry, DPI is currently starting initiatives to expand beyond its current programme areas (Performance Polymers, Polyolefins and Polymers for Oil & Gas) to address societal themes including Circular Economy, Health and Energy Transition. DPI is headquartered in Eindhoven (Netherlands), a city renowned as innovation hub.

For more information, please visit www.polymers.nl.

ASSIGNMENT

DPI has an ambition for growth. Our Business Development department plays an important role in the further initiation of new research programmes as well as the acquisition of new partners. To expand our current programme areas and programmes, we are looking for a **SENIOR BUSINESS INCUBATOR/ BUSINESS DEVELOPER IN THE AREA OF BIOMEDICAL POLYMERS**.

Because of your long-term professional experience in this area, you're well positioned in it and have an extensive and relevant international network. By bringing together research needs from the biomedical industry and DPI's value proposition, you are building a new DPI Programme Area with global industry leaders and top research centres.

To identify these research needs, you gain and maintain accurate market information and you will actively inquire, involve and expand your existing network.

In consultation with potential partners from industry and research institutes, you will draw up an incubation/programme area plan. This implies initiating contacts on the right level and arranging meetings with potential industrial partners and knowledge institutes to discuss opportunities for collaboration and translate the generated ideas and interests to a working Biomedical Polymers Programme Area. This will be done in close cooperation with our Managing Director and our Programme Area Coordinators. There is a standard structure to participate in joint DPI research activities, but if necessary, you will adapt this to a fitting (pilot) structure, including making and negotiating financial proposals & offers.

Also, as a seasoned professional, you're well equipped to define, manage and improve business development processes for DPI and contribute to optimizing internal process flows for acquisition and business development.

You familiarize yourself with DPI and are dedicated to build the brand of DPI as a true ambassador.

You will work in close cooperation with our Managing Director, other Business Developers and Programme Area Coordinators.

PROFILE

To perform this function successfully, you:

- have extensive and relevant working experience including an active network in the Biomedical area;
- are in possession of a technical/commercial Master's degree;
- have experience in polymers (chemical technology or physics) & medicine;
- have a proven track record in Business Development and Business Incubation roles in an industrial research environment on a senior level;
- are familiar with making use of Business Intelligence, CRM and acquisition marketing tools;
- are used to contacting/representing companies on C level;
- have excellent negotiation qualities
- have a bridging nature and are able to unite different stakeholders around a shared goal;
- are self-propelling, entrepreneurial and result driven;
- are a strong and transparent communicator with good command (written and oral) of the English and Dutch language;
- enjoy the challenge to start things from scratch;
- value teamworking and a collaborative approach to work.

REMUNERATION

DPI offers a competitive reward.

APPLICATION AND INQUIRIES

For inquiries, please contact Rosanne Peters, HR&O Manager, by phone at +31 40 247 88 16 or Ernst Jan van Klinken, MD, at +31 6 899 230 50. Please submit your written application and CV by email via vacancy@polymers.nl before 22 November 2020, referring to Vacancy Business Developer DPI 202011-2.

The application process may include reference checks.