

Technology Transfer Intern Program (T²IP)

Job Description

The [Office of Biotechnology and Business Development](#) (OBBD) is always looking for interested candidates for the [Technology Transfer Intern Program \(T²IP\)](#) who are dynamic, sincere, and keen in exploring career opportunities beyond bench science.

TECHNOLOGY TRANSFER & BUSINESS DEVELOPMENT AT EINSTEIN

The technology transfer function at Einstein is handled by the **Office of Biotechnology and Business Development**. A central aspect of the Office's mission is to promote the advancement of Einstein innovations by facilitating collaborations and licensing relationships. The advances in research and innovations at Einstein have broad utility in biotechnology, clinical diagnostics, and medicine. The OBBD is keen in working with credible third parties to foster commercially oriented relationships with appropriate members of the biotechnology and broader life science communities (including research organizations), the pharmaceutical industry, entrepreneurs, and the private equity community. The mission is to further the commercial development of products derived from Einstein research activities in order to serve the public good and support economic development.

T2IP offers an opportunity for appropriate members of the Einstein community (graduate students, post-docs) to develop hands-on experience with the intellectual property, licensing and commercialization aspects of biomedical technologies from an academic technology transfer perspective. The assigned projects will focus on marketing proprietary Einstein technologies.

Tasks/Projects:

- Review invention disclosures, intellectual property (IP) information submitted by Einstein/Montefiore inventors
- Assess development of technology since initial disclosure (may include speaking with primary inventor)
- Write non-confidential technology summaries for marketing purposes
- Evaluate potential market opportunities of each technology and their value proposition in given market
- Identify potential commercialization/licensing partners and business contacts relevant to each technology
- Contact partners to market technology and follow up
- Record and report contact and marketing information on spreadsheet and/or database
- Perform market research to understand the competitive environment (Internet searches, industry publications, calling organizations)
- Assist in making business pitch deck
- Assist in the preparation of Confidentiality Agreements and other agreements relevant to the cases
- Assist in the evaluation of license terms by researching comparable transactions
- Participate in business calls and meetings resulting from marketing efforts
- Participate in the negotiation and execution of transactions resulting from marketing efforts (if appropriate)
- Report on progress and virtually meet with staff members on regular basis
- Present results of projects to a larger audience as necessary

Skills and Requirements – Ideal candidate will demonstrate the following skills:

- Ability to work efficiently; self-starter; action-oriented individual
- Excellent interpersonal, analytical, and oral/written communication skills; professional demeanor; proficient computer skills and other office basics; good organizational skills.
- Excellent understanding of cutting-edge science and research experience is preferred

Salary & Benefits – This is an unpaid position, but the selected Intern will gain hands-on business development experience while learning about the technology transfer field. Flexible hours and remote working.

Program Duration: 4 – 5 months

Application Deadline – Applications is open around the year and is subjected to availability of space

Contact Information – Please direct all correspondence and questions to:

Nilam Sinha, Ph. D.

Marketing Manager

Office of Biotechnology and Business Development (OBBD)

Tel: 718.430.3421

E-mail: nilam.sinha@einsteinmed.edu