Careers In Technology Transfer & Business Development

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In Health Research – Where Does Technology Transfer Fit?

Humanitarian Objectives

Globalization of Health Problems and their Relevance to Domestic Health

Economic Development and International Relations
Technology Transfer / Business Development:
A Possible New Career For You?

• Yes, there is life possible after research!
• How can I consider technology transfer/business development as a career?
• How do I best make the transition?
Technology Transfer: An Interdisciplinary Field

Scientific Discovery

Intellectual Property or Patents

Commercialization
Drug Development: From Lab Bench to Patient
Critical Elements of New Career Development – Transition from Research to Business

• Scientific
• Business
  – *Set a realistic career goal as early as possible and make progress toward the goal continuously*
  – *It is a marathon but not a sprint*
Technology Transfer at Universities and Federal Labs

• Evaluate inventions for patenting
• Closely work with inventors
• Work with law firms and management of patents
• Identify and negotiate with a commercial partner for license or collaboration agreements
• Managing relationship with corporate partners
Business Development at Small Biotech Companies

- Management of intellectual properties
- In-license technologies from universities and research institutes
- Out-license to large pharmaceutical companies
- Corporate management
- Entrepreneurship possibilities
Business Development at Large Pharmaceutical Companies

- Member of a group
- Specialized in one area
- More in-licensing than out-licensing deals
- More stable (historically) but at slower pace
Typical Education Background Mix May Include:

- Ph.D. or M.S. in biological sciences
- Registered patent agent
- M.B.A.
- J.D.
Required Attributes For Career Transition

• Skill sets
• Work ethic
• Potential for development
Your Algorithm For Success

\[ C = (A + P) \times V \times L \]

- C: career success
- A: achievement
- P: potential
- V: visibility
- L: luck
How to Conduct Your Job Search

• Networking
• Right self-image
• Communication skills
• Know your self
• Circulate your resume
How Can I Get Additional Training In Technology Transfer?

- Tech Transfer fellowships & internships
- Courses offered from Association of University Technology Managers (AUTM) and Licensing Executives Society (LES)
- University Programs, including Activate / Innovate
- NIH FAES Graduate School Certificate Program in Tech Transfer
Business & Entrepreneurial Education Programs At NIH

48th year

FAES GRADUATE SCHOOL AT NIH
2007-2008 Catalog of Graduate
and Undergraduate Courses

what is technology transfer?

what are the career opportunities in the field?

why not seek new opportunities in science?

introducing...

A Technology Transfer Certification Program

presented by...

Business & Entrepreneurial Education Courses At NIH

• Technology Transfer
• Biomedical Business Development For Scientists
• Tools For Technology Transfer
• Biotechnology Business Leadership
• International Strategic Partnering
• Marketing Strategies
• Business Finance & Accounting For Scientists
Business & Entrepreneurial Education
Courses At NIH

• Negotiation Workshop
• Medical Product Development
• Art of Drug Design and Discovery
• Current Concepts in Therapeutics
• Demystifying Medicine For Ph.D. Students
• Capstone Course In Technology Transfer
'Example of NIH post-doc who took NIH Training Programs

Now working at VC/Merchant Banking Firm

Source: Burrill & Co.
Technology Transfer: Exciting and Growing Field

• Challenging but fun daily activities
• Demand for skilled people
• Employment in:
  – University tech transfer offices
  – NIH and other government labs
  – Not-for-profit research institutes
  – Corporations
  – Patent laws firms
Sources Of Information On Technology Transfer Training and Careers

- NIH Technology Transfer – ott.nih.gov
- NIH FAES Graduate School – faes.org
- Association of University Technology Managers (AUTM) – autm.net
- Technology Transfer Society - t2society.org
- Licensing Executive Society (LES) – lesi.org
- Kaufmann Foundation – kauffman.org
- Federal Lab Consortium – federallabs.org
- Techno-L Listserv – techno-l.org
Acknowledgements

• A very special thanks to Kai Chen, Ph.D., M.B.A.