

**Business Developer (part-time)
Aalto University**

Direct Link: <https://www.AcademicKeys.com/r?job=187514>

Downloaded On: Sep. 27, 2022 6:21am

Posted Jun. 17, 2022, set to expire Oct. 17, 2022

Job Title Business Developer (part-time)
Department T410 Dept. Electrical Engineering and Automation
Institution Aalto University
, , Finland

Date Posted Jun. 17, 2022

Application Deadline Open until filled
Position Start Date Available immediately

Job Categories Professional Staff

Academic Field(s) Communications/Public Relations

Job Website https://aalto.wd3.myworkdayjobs.com/aalto/job/Otaniemi-Espoo-Finland/Business-Developer--part-time-_R33930-4

Apply By Email

Job Description

Aalto University is where science and art meet technology and business. We shape a sustainable future by making research breakthroughs in and across our disciplines, sparking the game changers of tomorrow and creating novel solutions to major global challenges. Our community is made up of more than 12,000 students, 400 professors and over 4,000 other faculty and staff working on our dynamic campus in Espoo, Greater Helsinki, Finland. Diversity is part of who we are, and we actively work to ensure our community's diversity and inclusiveness. This is why we warmly encourage qualified candidates from all backgrounds to join our community.?

Are you excited about creating an international business from research in the field of microscopy devices to enhance cell-culture repeatability?

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Aalto University is now looking for a

BUSINESS DEVELOPER (part-time)

to join a team of research experts of the Research to Business case Immunate in the field of the microscopy devices (microrheometry) and 3D cell cultures from the School of Electrical Engineering. The project presents a fundamental change in the way we carry out the cell-culture experiments that are required in research on solid-tumor cancers. This technology has a hardware and a software part, and it can be applied for fast measurements inside the 3D cell cultures, even during an experimental workflow. We believe that the device has the potential for more accurate preclinical drug-efficacy testing in cancer drug discovery.

What you'll do

You'll actively identify partners for the project and negotiate with them. You also prepare commercialization paths to meet the potential clients' demands. An important task is to make a go-to market plan for the services and products of the project and map out different commercialization options e.g. start-up establishment.

What we offer

We offer a meaningful job where you can create a business from research in an international environment. You'll get the support of the research team, mentors, Aalto innovation Services, Aalto Startup Center and the active Aalto community.

You will be employed by Aalto University for the duration of the project. The project lasts about 5 months. The position is part-time (about 30-40%). The work is intended to start in 15th of August 2022.

Who are we looking for?

We are looking for a business minded person with entrepreneurial mindset. You don't need to be an expert of microtechnology, but share the genuine interest to develop a market for the product. We have the technology experts, you bring the business drive.

What we value

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Fluency in English

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Experience in business development, commercialization and entrepreneurship

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Experience in the industry related to designing devices that involve biomedical engineering, microscopy, or microtechnology, or some exposure to it helps

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Ability to work with people from different backgrounds

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Excellent teamwork, negotiation and communications skills

Working in Aalto

All our work in Aalto is guided by the values of the university: responsibility, courage, and collaboration. It's the people that create Aalto, now and in the future. We want to be an open community where equality and inclusion enable curiosity, innovation, collaboration and wellbeing. We offer you a meaningful and inspiring environment. We are proud of our purpose to shape a sustainable future. We spark the game changers of tomorrow, and renew society with research-based knowledge, creativity and an entrepreneurial mindset.

The Otaniemi campus is a thriving and connected community of 100 nationalities, over 12,000 students and more than 4,000 employees. Life at the transformed campus is vibrant and filled with amazing architecture, calming nature, and a variety of cafes, restaurants, and services.

Ready to apply?

Are you still onboard? Send us your CV and motivation letter with a salary request and references through our recruitment system.

The call is open until the 30th of June 2022, but we will start reviewing and interviewing candidates

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immediately. We encourage you to apply as soon as possible. The work is intended to start in 15th of August 2022.

For more information, please contact:

Commercialization Portfolio Manager [[url=http://https://www.linkedin.com/in/kimaalto](http://https://www.linkedin.com/in/kimaalto)]Kim Aalto,
+358 50 473 1979 / kim.aalto@aalto.fi

More information about Business Finland Research to Business funding:

[[url=http://https://www.businessfinland.fi/en/for-finnish-customers/services/funding/cooperation-between-companies-and-research-organizations/research-to-business/](http://https://www.businessfinland.fi/en/for-finnish-customers/services/funding/cooperation-between-companies-and-research-organizations/research-to-business/)]<https://www.businessfinland.fi/en/for-finnish-customers/services/funding/cooperation-between-companies-and-research-organizations/research-to-business/>

More information about Aalto University Innovation services:?

[[url=http://https://innovation.aalto.fi](http://https://innovation.aalto.fi)]<https://innovation.aalto.fi>?

More about Aalto University:

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Contact Information

Please reference Academickeys in your cover letter when applying for or inquiring about this job announcement.

Contact

Finland