

Business Development Manager University at Buffalo

Direct Link: <https://www.AcademicKeys.com/r?job=263853>

Downloaded On: Oct. 13, 2025 4:14pm

Posted Oct. 13, 2025, set to expire Aug. 4, 2026

Job Title Business Development Manager
Department
Institution University at Buffalo
Buffalo, New York

Date Posted Oct. 13, 2025

Application Deadline 10/10/2026
Position Start Date Available immediately

Job Categories Director/Manager

Academic Field(s) Institutional Advancement

Apply Online Here <https://apptrkr.com/6639231>

Apply By Email

Job Description

Image not found or type unknown



Business Development Manager

Position Information

Position Title: Business Development Manager

Department: Business and Entrepreneur Partnerships

Posting Link: <https://www.ubjobs.buffalo.edu/postings/59527>

Job Type: Full-Time

Posting Detail Information

Business Development Manager University at Buffalo

Direct Link: <https://www.AcademicKeys.com/r?job=263853>

Downloaded On: Oct. 13, 2025 4:14pm

Posted Oct. 13, 2025, set to expire Aug. 4, 2026

Position Summary

UB Business and Entrepreneur Partnerships (BEP) is seeking a Business Development Manager (BD Manager) to foster University's innovative research and facilitate economic growth in the Western New York Community. The ideal candidate will be outcome-driven and thrive in a fast-paced environment. The BD Manager is comfortable with both academic and commercial partners, is capable of fostering and growing networks, and serves as a resource for creating, evaluating, positioning, and identifying partnering opportunities for commercially relevant translational research.

The BD Manager has a general understanding of medical devices, diagnostics, health informatics and drug development processes and the challenges associated with developing the aforementioned. In this role you will be part of the BEP team and principally support the Life Sciences programs which include the New York State Center of Excellence in Bioinformatics & Life Sciences (CBLS) and the Center for Advanced Technology in Big Data and Health Sciences (UBCAT).

The external facing responsibilities of this position will include corporate prospect identification, project development, partner engagement, managing related contracts and reporting, and client relationship management. Internal responsibilities will involve working with faculty, departments, core facilities and tech transfer to identify translational and commercial opportunities and developing strategies in collaboration with BEP leadership to facilitate university growth and increased revenue.

Key Responsibilities Include:

- Connecting Industry to University: Serve as a liaison to create and foster mutually beneficial partnerships by connecting Life Sciences programs, technical assets, and faculty expertise with industry needs inclusive of start-ups to drive innovation.
- Prospecting: Collaborate with BEP Marketing and the Life Sciences team to develop marketing and business development plans to increase visibility and promotion of university and BEP resources. Collaborate with other BEP Business Development Managers and leadership across other UB NYSTAR Centers to perform multi-channel outreach, leveraging internal and external referral networks, and attend, and exhibit at conferences, workshops and company meetings to identify and develop new prospects.
- Relationship Management: Build and maintain strong relationships with company partners and prospects, as well as faculty experts and service centers at the University at Buffalo to support CBLS, CAT and other Life Sciences activities. Work with companies and faculty to select and develop R&D project plans and proposals. Coordinate with internal units (such

Business Development Manager University at Buffalo

Direct Link: <https://www.AcademicKeys.com/r?job=263853>

Downloaded On: Oct. 13, 2025 4:14pm

Posted Oct. 13, 2025, set to expire Aug. 4, 2026

as BEP Finance and Technology Transfer) to develop and formalize industry partnerships through contracts.

- Outreach and Education: Collaborate with internal and external parties on development and implementation of programming, marketing communications, and public relations activities related to business development, such as hosting conferences and seminars and production of multi-media marketing communications.
- Work closely with the Life Sciences team to execute tasks and deliverables including bi-annual reports to NYS and as required.

Business Development Manager University at Buffalo

Direct Link: <https://www.AcademicKeys.com/r?job=263853>

Downloaded On: Oct. 13, 2025 4:14pm

Posted Oct. 13, 2025, set to expire Aug. 4, 2026

You will be successful in this role if you are driven by making an impact in the community, finding creative solutions to get results, enjoy engaging with diverse perspectives, and collaborating with and influencing others.

We welcome candidates whose experience has prepared them to contribute to our commitment to diversity and excellence. Women, minorities, individuals with disabilities and veterans are encouraged to apply. Please visit our [Careers](#) page.

Outstanding Benefits Package

Working at UB comes with benefits that exceed salary alone. There are personal rewards including comprehensive health and retirement plan options. We also focus on creating and sustaining a healthy mix of work, personal and academic pursuit - all in an effort to support your work-life effectiveness. Visit our benefits website to learn about our [benefit packages](#).

About UB

The University at Buffalo is SUNY's most comprehensive public research university, and an outstanding place to work. UB amplifies ambition for faculty and staff by offering endless possibilities to achieve more. Here, people from all backgrounds and cultures challenge and inspire each other to discover, learn and succeed. Dedicated staff and engaged faculty collaborate to further knowledge and understanding, and develop tenacious graduates who are valued for their talents and their impact on global society. Visit our website to learn more about the [University at Buffalo](#).

As an Equal Opportunity / Affirmative Action employer, the Research Foundation will not discriminate in its employment practices due to an applicant's race, color, religion, sex, sexual orientation, gender identity, national origin and veteran or disability status.

Minimum Qualifications

- Bachelors degree in a life sciences discipline with a minimum of three (3) years of related business development or product development experience in industry, academic, governmental, or economic development setting. *The requirement may be satisfied by an equivalent combination of education and experience.*
- Willingness to visit local companies, customers and faculty.

Business Development Manager University at Buffalo

Direct Link: <https://www.AcademicKeys.com/r?job=263853>

Downloaded On: Oct. 13, 2025 4:14pm

Posted Oct. 13, 2025, set to expire Aug. 4, 2026

- Self-motivated to achieve unit and program goals and objectives.
- Excellent communication capabilities, including strong presentation and written skills.
- Proficiency in development and management of formal business engagements.
- Strong Microsoft Office proficiency, particularly in Word and Excel.
- Must have the maturity and self-confidence to relate to faculty as colleagues and possess a business-like demeanor to represent UB when interacting with industry and other constituents.
- Applicants must be currently authorized to work in the United States on a full-time basis without visa sponsorship.

Preferred Qualifications

- Advanced degree in a life sciences discipline, and at least five (5) years of related business development or product development experience in industry, academic, governmental, or economic development setting.
- Experience developing R&D project plans and managing contracts.
- Working understanding of intellectual property protection and patent prosecution.
- Experience with a customer relationship management system (e.g. Salesforce).
- Experience with New York State economic development programs.

Physical Demands

Salary Range

\$85,000 - \$110,000

Special Instructions Summary

Is a background check required for this posting?

No

Contact Information

Contact's Name: Smitha James

Contact's Pronouns:

Contact's Title: Sr. Associate Director, Life Sciences Programs

Contact's Email:

**Business Development Manager
University at Buffalo**

Direct Link: <https://www.AcademicKeys.com/r?job=263853>

Downloaded On: Oct. 13, 2025 4:14pm

Posted Oct. 13, 2025, set to expire Aug. 4, 2026

srjames@buffalo.edu

Contact's Phone: 716-881-8940

Posting Dates

Posted: 10/10/2025

Deadline for Applicants: Open Until Filled

Date to be filled: 01/05/2026

Contact Information

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

Contact

N/A

University at Buffalo

,