



Eradicating infectious diseases has remained constant throughout our history and the values on which Texas Biomed was built: Teamwork, Integrity, Diversity, Excellence and Safety.

As a national leader among independent research institutes working exclusively on infectious diseases, Texas Biomedical Research Institute is discovering and sharing critical breakthroughs needed by scientists to help protect you, your families and the global community from the threats of infectious diseases.

Since its founding in 1941 by Thomas B. Slick Jr., the Texas Biomedical Research Institute (Texas Biomed) has gained worldwide recognition in scientific and academic communities for the quality of its basic research.

The Institute's combination of unique resources, including its more than 75 PhD scientists, is powering a new approach to research that is accelerating the development of diagnostics, therapies and vaccines for the world's deadliest infections.

Texas Biomedical Research Institute is dedicated to the advancement of human health through basic and translational research into the nature, causes, prevention and eradication of diseases. Our scientific programs and research resources are focused in the following areas:

Scientific Programs: Host-Pathogen Interactions; Disease Intervention & Prevention; Population Health  
Research Resources: Scientific Cores; High Containment; Southwest National Primate Research Center

## **Job Summary**

### **BUSINESS DEVELOPMENT PROJECT MANAGER**

The Business Development Project Manager will report to the Vice President, Business Development and Strategic Alliances. This role will focus on customer relationship management from initial contact through contract completion and follow-up. Specifically, the role will encompass customer identification and cultivation of industry research partnerships and contracts. The role will provide management of the customer pipeline, statement of work and budget development tracking, monitoring of contract financial performance and close-out KPI's, and CRM for follow-on business growth. External customer contact interactions would include scientific and business leads in companies, foundations, government agencies, NGO's, and university research labs. Internal customers include faculty and staff who will take on the research contracts. Internal process partners typically include communications, sponsored projects, finance, IP, VPR and Development. The Business Development Project Manager will be expected to participate in continual improvement projects and take on responsibility for developing and implementing management control functions necessary for growing the enterprise. They may also be expected to develop and lead educational seminars for the benefit of internal customers and process partners, and participate in external business development events.

**EDUCATION/EXPERIENCE/SKILLS: REQUIRED:** Ph.D. degree in scientific/engineering field with 3-5 years of relevant experience, or a Master's degree with 5-7 years of experience, or a BS degree

*Mail.*  
*Shipping.*  
*Telephone.*

P.O. Box 760549, San Antonio, TX 78245-0549  
8715 W Military Drive, San Antonio, TX 78227-5301  
210.258.9699

*Website.* [www.TxBiomed.org](http://www.TxBiomed.org)  
[lcipriano@txbiomed.org](mailto:lcipriano@txbiomed.org)  
*FAX:* 210.258-9153

with 10+ years of relevant experience. Successful grant writing experience. Scientific publication authorship/co-authorship experience. **PREFERRED:** Track record of grant/contract proposal development and wins. Past experience in customer management for contract research/science. Past experience in infectious diseases, in vitro, and in vivo lab work. Understanding of translational science/device/diagnostic/therapy R&D and regulatory process. Existing network of relevant customer contacts.

This is a full-time salaried (exempt) position. Some work outside of standard office hours. Some travel may be required. Texas Biomedical Research Institute business hours are Monday through Friday - 8:00 a.m. to 5:00 p.m. Texas Biomed is committed to a drug-free workplace. Pre-employment drug screen is required.

**Benefits include health, dental, vision, life, AD&D, and long-term disability insurances. Educational assistance program, paid holidays, vacation, sick/emergency leave, retirement plan.**

**Apply online at <https://txbiomed.csod.com/ux/ats/careersite/1/home?c=txbiomed>. A completed application packet is a requirement for all positions. Equal Employment Opportunity/M/F/Disability/Protected Veteran Status**

**Creating the TIDES of Change in Bioscience  
Teamwork | Integrity | Diversity | Excellence | Safety**