




## Company Description

We are launching an innovative biotechnology spin-off rooted in years of cutting-edge academic research. Our mission is to transform cell culture monitoring and optimization through advanced microbioreactor platforms, real-time spectroscopic analysis, and machine learning-powered data interpretation. The initial focus lies in advanced immunotherapy and cell-based pharmaceutical development. Our company will deliver a portfolio of chip-based fluidic devices, next-generation sensors, automated monitoring, and data-driven services designed to enhance therapeutic outcomes and accelerate pharmaceutical innovation. With a strong technological foundation, we are ready to move from lab to market.

## Information

 **Deadline:** 2025-09-30  
 **Category:** Business  
 **Province:** Gipuzkoa

 **Country:** Spain  
 **City:** Donostia-San Sebastián

## Company

CIC nanoGUNE



## Main functions, requisites & benefits

### Main functions

**Strategic Leadership & Company Building:** Co-define and execute the company's vision and strategic roadmap; Reinforce and communicate the brand identity, corporate culture, and long-term business vision; Build and manage a high-performing team, primarily in business development, operations, and partnerships, complementing the R&D core as it continues to grow. **Business Development & Partnerships:** Identify and engage early adopters, strategic clients, and industry partners (pharma, biotech, CDMOs); Lead the development of strategic alliances, commercial collaborations, and potential licensing deals; Align market feedback with the company's product offering and go-to-market approach, working with the technical team to refine positioning. **Fundraising & Investor Relations:** Actively engage in fundraising efforts, including public grants, equity financing (VCs, angel investors), and strategic partnerships; Support the preparation of grant proposals and investor materials, adapting messaging for different funding sources; Represent the company in meetings with potential funders; Build and maintain transparent relationships with stakeholders and investors, reinforcing the trust and credibility of the founding team. **Market Analysis & Commercial Strategy:** Conduct thorough market analysis and competitive landscape assessment; Define the commercial strategy, including pricing, business models (e.g., device + SaaS), and potential internationalization; Explore new verticals or adjacent markets for growth and scalability. **Operations & Financial Oversight:** Lead all financial aspects of the company, including budgeting, financial planning, forecasting, and reporting, in collaboration with external accounting and finance partners; Set up and optimize operational processes and key performance indicators (KPIs) that align with the company's growth stage and strategic goals; Ensure full compliance with financial, tax, employment, and corporate regulatory requirements, acting as the responsible financial officer of the company. **Regulatory & Quality Affairs:** Work alongside the CTO and specialized advisors to support the definition and execution of the regulatory roadmap (e.g., CE marking, FDA clearance), ensuring business alignment and feasibility; Oversee the implementation and scaling of quality systems in line with ISO 13485 and GMP standards. **Technology & Product Development:** Collaborate to translate technical innovations into market-ready offerings, ensuring product-market fit and commercial potential; Advocate for strategic integration of AI, sensor technologies, and automation in alignment with business goals; Participate in go-to-market strategy and lifecycle planning, supporting the transition from R&D to commercial launch.

### Requisites

**Required Qualifications:** Master's degree in business administration, Life Sciences, Biomedical Engineering, or related fields. Dual scientific-business background is a plus, but not necessary; Leadership experience in biotech, healthtech, or technology-driven startups — ideally as CEO, CSO, or similar roles — with proven involvement in early-stage growth, company formation, or successful exits; Strong track record in fundraising, especially with venture capital, angel investors, and public funding (e.g., Horizon Europe, CDTI, EIC Accelerator); Excellent command of Spanish and English, with outstanding negotiation and communication skills, particularly in investor and partner-facing settings; Established network in the biotech/pharma ecosystem, including access to investors, KOLs, and