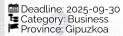


CHIEF EXECUTIVE OFFICER (CEO) - BIOTECHNOLOGY SPIN-OFF

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, realtime 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



❸ Country: Spain▲ City: Donostia-San Sebastián

Company

CIC nanoGUNF



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 Al, 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 investors and pattern facing settings. Established network in the biotech (pharma ecosystem including access to investors KOLs and