

Technology & business analyst

(immediately, permanent, full-time, Munich/remote)

About Origin.bio

Traditional manufacturing industries are on the verge of disruption. Novel, sustainable biotechnologies produce chemicals and materials at unprecedented speed and with superior quality. Origin partners with the developers of these transformative technologies. Together we want to turn their developments into products.

Job description

You will be in charge of identifying technologies that have the potential to disrupt the chemical industry. You will work directly with Origin's VP Business Development to lay the foundation for our development, upscaling, and commercialization pipeline. For the time being the job will be remote, but we hope to be able to work from our headquarters in Munich.

Must-haves

- You likely have a master's degree in biotechnology/ bioengineering or similar
- You know how to break down complex scientific topics in a clear and concise way
- You can demonstrate your commercial awareness, e.g., through extracurricular activities
- You have a knack for diligent and highly structured reporting and record keeping

Nice-to-haves

- Maybe you previously worked in an analyst role e.g., in consulting
- You might have previous experience in food/feed, cosmetics, materials/textile
- You are enthusiastic about sustainability, synthetic biology and/or startups

Responsibilities

- Identifying tech leads
 - ◆ Going through university websites to find groups working in biotechnology, synbio, biomanufacturing, bioprocess engineering, ...
 - ◆ Maintaining a lead database with all relevant information
- Building a funnel
 - ◆ Setting up a CRM-like structure
 - ◆ Support with integrating the CRM system into our existing pipeline
- Scientific insights
 - ◆ Read up on specific technologies or product categories

- ◆ Find, read, and summarize relevant scientific publications
- ◆ Generate an overview of patent landscapes
- Market insights
 - ◆ Top down: Find statistics on products and markets on Statista, in industry reports and other sources
 - ◆ Bottom up: Find and quantify products that contain compounds of interest
 - ◆ Define incumbents, potential partners, and competitors
- Communicate results
 - ◆ Well prepared weekly updates and reports on researched subjects
 - ◆ Build and maintain a database of relevant academic groups
 - ◆ Write and update fact sheets on technologies and partners

What you can expect

- Exciting responsibilities at the intersection of science and business
- Work with and learn from a very experienced team that has successfully commercialized biotech before
- A company that has been very well funded for long-term success
- Competitive salary in line with industry standards

If that sounds like fun, please reach out to hello@origin.bio with a CV or LinkedIn profile.