

SBIR Commercialization Plan Writer

Grant Engine is seeking a Commercialization Plan Writer for our clients as part of our fast growing company.

This role is responsible for working alongside the Program Manager in support of industry-focused clients pursuing funding support. (S)he will lead the full range of technical activities required to conceptualize, prepare, and deliver grant proposals to NIH, DoD, and other government agencies. The commercialization plan writer is responsible for producing the highest quality written commercialization documents to support the scientific/technical research plan for applications submitted to Federal Funding agencies. The commercialization plan writer must be deadline-driven and able to handle multiple concurrent projects per cycle, each with varying deadlines for execution.

Grant Engine is focused on securing funding for leading companies that have high potential to make a difference in their domain. Our vision is to improve and extend human life by supporting our clients. In this mission, we selectively work with clients whose technology has the potential to significantly improve upon the standard-of-care. In this pursuit, we hold the following core values in high regard: *Trust, Customer Success, Excellence Without Bias, Teamwork.*

We realize that to build this vision, Grant Engine must be a leader in the field. We identify innovation from every corner of our company, and we are committed to innovation in every facet of our work. Each of us gets results by employing, or pioneering, cutting-edge techniques in communication and program management to realize our vision. We know that every detail matters. We are committed to successfully delivering on our goals so that our partners can deliver on theirs. Everyone on our team realizes that when clients win, our mission is accomplished.

A key tenet of the Grant Engine team is that we work well together! We trust one another's judgment and have established an effective dynamic of delivering on our individual goals to the point that trust has been built such that we can rely on each other to deliver. This position is part-time or full-time opportunity. Individuals with superior skills and a demonstrated track record will be considered for immediate full-time hire.

Job Title: Commercialization Plan Writer

Status: Part-time, with a full-time opportunity

Location: USA

Deliverables:

- Work with the Grant Engine program manager, lead writer, and client to position the commercialization plan within both the broader grant proposal and the end-client's product roadmap and technical focus.
- Collate quantitative/qualitative data from the client to understand and assess the product's commercialization potential and roadmap.

- Synthesize large data sets to write cogent and evidence-based commercialization plans, including company information, business and product strategy, go-to-market plan, regulatory strategy, projections and finances.
- Translate scientific content into commercial terms that appeal to a range of expert to general scientific reviewers and funders.
- Maintain comprehensive and up to date knowledge of commercialization methodologies, trends and best practice involved in bringing a pharm/life sciences product to market.
- Manage various deadlines and deliverables for multiple clients concurrently.
- Assist with assembling scientific documents for each client as necessary, including but not limited to large institutional grants, annual and progress reports for awarded grants.

Necessary
Qualifications:

- PhD preferred. Master's Degree in biology, biochemistry, biomedical engineering, other life science, or relevant background, essential.
- Minimum 1-year scientific writing experience, preferably in a healthcare/research/academic environment.
- Primary exposure commercializing and scaling revenue with various models.
- Broad exposure to various technology types (therapeutics, diagnostics, device, tools, etc.) and diseases.
- Proven experience writing Commercialization Plans for Pharmaceutical/ life science companies, including NIH SBIR proposals, and/or experience with other funding mechanisms.

Additional
Qualifications
and
Competencies:

- Primary experience in bringing products to market.
- Experience with high technology and innovative products to improve standard of care across multiple diseases.
- Critical Evaluation: objectivity, critical thinking, problem solving, curiosity, inquisitiveness, research methodology, knowledge management, online search skills.
- Communication for Impact: Exceptional verbal and written communications skills, command of the English language, strong presentation skills, diplomacy, perceptual objectivity, active listening, asks the right questions.

- Relationship Building: Trustworthy, competent, client-focused, credible, proactive and responsive, values the team environment and works with mutual respect.
- Flexibility: Ability to handle changing priorities and multiple concurrent deadlines while maintaining high quality final products.
- Ethical Practice: Personal and professional integrity, builds trust and rapport.

Compensation: Competitive salary commensurate with experience. Bonus eligible.