

**Business Development Manager (BDM) f/m/d**

**EMBLEM Vacancy No.: 2026-211**

(Full-time position)

**Duty Station:** Heidelberg

**Contract Duration:** Open-Ended

**Commencing Date:** latest 01.07.2026

**Closing Date for Applications:** February 15, 2026

**Are you curiosity driven? So are we! If you are looking for a job in an international setting at the interface of fundamental research and commercial applicability with the ability to significantly influence science innovation and ultimately to bring the benefits of research to society in the form of new drugs, therapies and medical devices? Then apply now.**

**Job Description:**

As part of the Business Development Team you will be responsible for:

- scouting for new inventions and technologies;
- performing market research and value assessment;
- assisting the business development team in building new start-up companies;
- preparation and presentation of PR material for selected technologies to customers;
- developing new and maintaining existing relationships with customers;
- negotiation and execution of commercial agreements.

**Qualifications and Experience:**

You should have a degree either in medicine or the life sciences (BSc/MSc/Diplom or PhD level) and/or qualification as a Patent Attorney, coupled with at least 3 years' experience in technology transfer, innovation management, start-up creation, business development, legal or sales or marketing in a relevant industry (Biotech/Pharma). Demonstrated effective managerial, organisational and communication skills are essential. An appreciation and understanding of molecular biology is a pre-requisite for this post.

You should be a team player, an excellent oral and written communicator, flexible, diligent and open to new challenges and enjoy dealing with business professionals and scientists within our multinational organisation.

You are pro-active and used to working in a dedicated and solution-oriented manner, have an eye for detail, and enjoy creative work. Fluency in English is mandatory for this position as well as computer literacy and experience working in an international setting. Intermediate knowledge of German is a plus.

EMBLEM is an inclusive, equal opportunity employer offering attractive conditions and benefits.

**To apply please send a detailed CV and Motivation Letter in English together with your degree certificates and letters of reference(s) (Arbeitszeugnisse) quoting reference number “EMBLEM 2026-211” to:**

**Personnel Division  
EMBLEM Technology Transfer GmbH  
Boxbergering 107  
69126 Heidelberg, Germany  
E-mail: [vacancies@embl-em.de](mailto:vacancies@embl-em.de)**

**Background Information:**

**EMBLEM** ([www.embl-em.de](http://www.embl-em.de))

EMBL Enterprise Management Technology Transfer GmbH (EMBLEM) is an affiliate and the commercial arm of the European Molecular Biology Laboratory (EMBL). EMBLEM identifies, protects and commercialises the intellectual property developed in the EMBL-world, from EMBL-alumni and from non-EMBL third parties. EMBLEM facilitates and accelerates the transfer of innovative technology from basic research to industry by working closely with industrial partners spanning the biotech, pharmaceutical, IT and mechanical/electrical engineering markets to develop new diagnostics, drugs, therapies, machines and devices.

**EMBL** ([www.embl.org](http://www.embl.org))

The European Molecular Biology Laboratory established in 1974, is an intergovernmental basic research institute funded by public research funds from 29 member states, including most of the European Union, Switzerland and Israel, and the associated member, Australia. Research at EMBL is conducted by approximately 110 independent groups covering the spectrum of molecular biology. The Laboratory has six facilities: the main Laboratory in Heidelberg [Germany] and Sites in Hamburg [Germany], Grenoble [France], Rome [Italy], Barcelona [Spain], and Hinxton [UK] housing the European Bioinformatics Institute (EBI). EMBL is international, innovative and interdisciplinary. More than 1,800 employees from 60 nations represent scientific disciplines including biology, physics, chemistry, and computer science. The cornerstones of EMBL's mission are: to perform basic research in molecular biology, to train scientists, students and visitors at all levels, to offer vital services to scientists in the member states, to develop new instruments and methods in the life sciences and technology transfer.