



Bio-Link Internship Program **Biotechnology Commercialisation and Business Development**

Invitation

Life scientists seeking to build a career in biotechnology commercialisation are invited to consider the Bio-Link internship program, which offers an exciting opportunity to gain hands-on business experience.

Bio-Link is a business development company with offices in Melbourne and Sydney. Bio-Link works with biotechnology and medical device companies and biomedical research institutions to facilitate commercialisation of therapeutics, diagnostics, medical devices and research tools. Bio-Link has run a successful intern program since 2007 and continues to seek applications from enthusiastic individuals seeking to gain commercial work experience.

Bio-Link Australia Pty Ltd

Bio-Link provides its clients with professional services including strategic consulting, business development, sourcing of funding and project management, focused on commercialisation of its clients' technologies and development programs. Bio-Link engages with the global biopharmaceutical and medical device industry to identify and execute licensing and partnering deals. The company has clients in all states of Australia, as well as internationally. A list of clients can be found on Bio-Link's website at www.bio-link.com.

Internship Program

Interns work closely with the two Bio-Link directors (one based in each of Sydney and Melbourne), contributing to the assessment of technologies, the preparation of commercial data packages and the development and execution of licensing strategies.

Interns are exposed to commercialisation activities associated with a range of different human and veterinary biotechnologies, including small molecules, biologics, biomarkers and research tools. The work involves review of scientific literature, high-level research into potential markets for therapeutic and diagnostic technologies as well as analysis of the pipelines of biopharmaceutical companies in Australia, the USA, Europe and Asia.

Applicants are expected to work for a minimum of one afternoon per week for three months in either the Sydney or Melbourne office of Bio-Link. This work is unpaid. The commitment can be expanded according to the availability, motivation and interests of the intern.

On completion of the internship, Bio-Link will provide each participant with a Certificate of Completion for addition to his or her *curriculum vitae*. Moreover, interns will have gained exposure to the Bio-Link network of contacts in the biotechnology industry, and the Bio-Link directors have been happy to assist interns to take the next step in their career progression by making appropriate introductions and referrals.

Eligibility

Applicants should have received at least an undergraduate honours degree in a science related subject and should be comfortable to review scientific literature. Moreover, interns should be motivated to contribute to Bio-Link's business activities through provision of rationale thinking, problem solving and objective analysis of life science technologies and discoveries. A demonstrable ability to write clearly and succinctly will be well-regarded.

Application Process

The application process begins with submission of a cover letter and resume to one of the two Executive Directors of Bio-Link; namely, Christopher Boyer (Melbourne) or Christian Toouli (Sydney). There is no deadline for submissions. Applications are reviewed when they are received.

Applicants should express the interest of the applicant in pursuing an internship position with Bio-Link and should describe particular scientific expertise and business interests and any relevant experience or activities. Applicants may wish to review the Bio-Link portfolio and highlight technologies of particular interest or relevant experience.

Bio-Link will respond to all expressions of interest. Selected applicants will be invited to meet with Bio-Link and discuss their application to the internship program. Offers are usually made soon after this meeting.

Benefits

To date, approximately twenty people have participated in the Bio-Link Intern Program. At the time of their enrolment in the program, these interns have included, for example;

- A post-graduate student in the final year of his PhD in leukaemia biology
- A PhD candidate undertaking research into mycobacteria
- A recent graduate with a Masters in Business (Commercialising Science and Technology) and a BSc

Seven of these interns progressed into paid positions with Bio-Link for a period of time. Others gained employment in the biotechnology industry, including Sydney and Melbourne-based drug development and medical device companies. One intern moved into a technology transfer position at a Griffith University and a second took up a technology transfer position at the University of Sydney.

The Bio-Link Internship Program is an excellent opportunity for life scientists to gain valuable experience with a well-regarded company and to transition into biotechnology business development. Resumes can be emailed to either of the Bio-Link Executive Directors.

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