

Julio Manuel Rios de la Rosa, PhD

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EXPERIENCE

GENERAL MANAGER, FUNDACION BIOMEDICA DE CADIZ / INIBICA — NOV 2021-PRESENT (5 MONTHS)

- Team and resources management focused on the development and consolidation of INIBICA as a recognised health institute in Southern Europe

INNOVATION MANAGER, FUNDACION BIOMEDICA DE CADIZ / INIBICA — MAR-OCT 2021 (8 MONTHS)

- Managed the innovation of publicly-funded hospitals and primary care centres of Cadiz province
- Liaised with the public and private sectors to define innovative projects that aim to generate socioeconomical impact, assisting on grant applications as required (regional, national and international calls)
- Contributed to the dissemination of technologies and know-how, leading to 2 licence agreements
- Provided training to clinicians / researchers to meet the Andalusian Health Service's R&D targets

INNOVATION MENTOR, OXENTIA LTD; OXFORD, UK — JAN-DEC 2021 (1 YEAR)

- Provision of expert mentoring to country cohorts from LATAM to help their projects contribute to the United Nations SDGs as part of the seventh Leaders in Innovation Fellowship (LIF7) programme

COMMERCIALISATION ASSOCIATE, UNIVERSITY OF CAMBRIDGE ENTERPRISE LTD; CAMBRIDGE, UK — JULY 2019-APRIL 2021 (1 YEAR 10 MONTHS)

- Headed up the commercialisation of research tools (technologies including software, mostly within life sciences) arising out of the University of Cambridge with third party funders internationally
- Drafting, review and negotiation of commercial agreements to con including technology licences, IP assignments, revenue share agreements, and consultancy contracts, as well as CDAs and MTAs; focus on clauses that cover IPR, Confidentiality, Payments, Liability and Indemnity, and Governing Law
- Management of consultancy projects undertaken by the University of Cambridge with commercial and governmental clients, overseeing contractual (partnering, background/foreground, milestones) and financial (budgeting, invoicing, income distribution) aspects
- Responsible for post-deal management (technology licences, clinical consultancy, CRO deals)

PRECLINICAL OPERATIONS MANAGER, HIGHLIGHT THERAPEUTICS; MADRID — MAR 2018-JUNE 2019 (1 YEAR 3 MONTHS)

- Headed up translational projects, acting as point of contact for key stakeholders including DROIA VENTURES and industry collaborators across Europe and the US
- Budget, team and lab resource management
- Supported stakeholders in the analysis and interpretation of pre-clinical and clinical data to prepare marketing and due diligence material to secure investment and strategic R&D partnerships
- Handled and negotiated CDAs, MTAs and research collaboration and services agreements

TRASLATIONAL POSTDOCTORAL SCIENTIST, ASTRAZENECA; MANCHESTER, UK — SEPT 2017-FEB 2018 (6 MONTHS)

- Managed NOWCADD facilities, monitoring budgets and negotiating third party access as required
- Drafted, evaluated and managed two feasibility projects for AstraZeneca UK
- Worked with senior colleagues to define drug delivery strategies for UK calls (EPSRC, InnovateUK)
- Attended networking conferences and events to promote NoWCADD, sourcing new collaborative opportunities and raising the profile of portfolio projects (e.g. EuPAT)

ENTERPRISE ASSOCIATE, UNIVERSITY OF MANCHESTER I³ LTD — SEPT 2014-SEPT 2016 (2 YEARS)

- Developed the ability to look into almost any technology and quickly determine its key features, potential applications and challenges to be overcome for commercial viability
- Produced technology assessments, evaluating more than 20 technologies in the life sciences scope

- Conducted detailed literature surveys, summarising all relevant findings in state-of-the-art reports
- Performed thorough market research to scout for business opportunities and competing technologies
- Created succinct marketing flyers to showcase Manchester's portfolio and attract investment

EDUCATION

- Level 5 Certificate in Leadership and Management, ILM; London, UK — Dec 2018
- PhD in Nanoscience (Pharmacy), University of Manchester; Manchester, UK — Sept 2013-Sept 2017
- Enterprise and Innovation Management, Alliance Manchester Business School; Manchester, UK — 2016
- BSc/MSc Biotechnology, Pablo de Olavide University; Sevilla, Spain — Sept 2008-July 2013

PROJECT MANAGEMENT AND NEGOTIATION TRAINING

- Researchers into Management (36h), University of Manchester; Manchester, Oct 2017-Mar 2018
- UK Finalist - Young Entrepreneurs Scheme (20h), BBSRC; Manchester, 2016
- Remote Negotiations in a Rewired World (2h), Robert Marshall & Associates; Webinar, 2020
- Challenges for KTOs (20h), ASTP; Barcelona, 2020
- Fundamentals of Technology Transfer (20h), PraxisAuril; Loughborough, 2019

EVENT MANAGEMENT AND OUTREACH ACTIVITIES

- Director of Spanish Researchers in the UK (SRUK); Oct 2020 - Apr 2021
- Outreach coordinator, Spanish Researchers in the UK (SRUK); 2016 - 2018
- STEM Ambassador and outreach coordinator, University of Manchester; Sep 2013 - Jun 2017
- Chairman of the Andalusian Biotechnology Association (AsBAn); Seville, Sep 2011 - 2013
- Project Manager of the Spanish Federation of Biotechnology (FEBiotech) in 2013 responsible for leading the team that organised the Biotech Annual Congress (BAC2013) in Seville

SCIENTIFIC PRODUCTION

- Google Scholar (active since 2017) - Cites: 347; h-index: 9; i10-index: 8
- 12 publications (2017-2020) -ORCID 0000-0001-9363-1458
- Author of 2 patents filed within the private (biotech startup) and public (university) sectors
- Presented at international events across the UK, Europe and America (both oral and posters)

OTHER RELEVANT INFORMATION

- Languages: Spanish (native), English (C2 - Trinity College Grade 12, TOEFL), French (basic knowledge)
- Microsoft 365 - Office, Dynamics, PowerBI, Sharepoint (training provided by Cambridge Enterprise Ltd)
- Full driving licence and own car, ability to travel internationally if required