



Experienced Biotech Researcher with Proven Grant Writing Success

Description of the position:

Guild BioSciences, the biotechnology development division of Guild Associates Inc., is an innovative and growing company focused on developing biologically driven solutions for high-impact applications across the biomedical, industrial, and agricultural sectors. Guild BioSciences is currently seeking experienced research professionals with a strong background in scientific research, grant writing, and innovative product development. The ideal candidate is a creative and strategic thinker who can lead the development of cutting-edge, biologically inspired products. The candidate will work both independently and with other researchers at Guild BioSciences to compose and submit winning proposals to U.S. government funding agencies. Candidates must have a recent history of writing winning proposals to typical U.S. government agencies that support innovative product development such as the DoD, NIH, DOE, and USDA, and demonstrated research accomplishments.

Education/Experience:

The candidate **must** have a PhD and **demonstrated** experience **winning** US government grants in biotechnology/life sciences areas. Experience in the Small Business Innovative Research (SBIR) program is especially desirable. Candidates awarded training grants, such as NIH T32, are also highly desirable. Experience in grant review within government funding agency study panels is a plus. Any awarded projects should be clearly listed, with award numbers, on the application or cover letter.

Prior experience with diagnostic/detection technologies, sample preparation technologies, enzymes, and/or bio-related products (bioenergy, agriculture, research products, etc.) is advantageous. The broader scientific domains of interest include biochemistry, microbiology, cell and molecular biology, and bioengineering. Project management and/or product development experience are desirable. Experience securing commercial externally funded support would be an added benefit or alternative to grant/contract funding. Regulatory approval (FDA, GRAS, etc.) experience is also attractive. Guild BioSciences does not pursue research on therapeutics or vaccines.

Requirements:

- Demonstrated experience winning multiple grants/contracts from agencies such as NIH, DoD, USDA, and DOE.

- Strong record of research accomplishments especially in research areas discussed above.
- Ability to collaborate productively with technical staff, research peers, and executive leadership, and have productive discussions with potential clients and customers.
- Self-motivated, self-directed, and action oriented; able to learn quickly and adapt; demonstrates strategic thinking and analytical skills. Motivated to take on new challenges and branch into new directions.
- Strong written and verbal communication skills and interpersonal capabilities including pursuing outside resources to develop new collaborations, and to obtain proposal support documentation (e.g., letters of support). Capable of presenting research to both peer audiences and potential clients/end users effectively.
- Experience in managing research projects and support staff.

Critical job activities:

- Initiate new product concepts.
- Construct and submit winning proposals.
- Conduct concept feasibility assessments evaluating both technical and commercial potential. Works with business development to conduct early-stage interviews of end users.
- Promote concepts amongst peers and management to enhance its chance of success.
- Identify promising funding sources and discuss suitability with government POC for the grant/contract.
- Successfully achieve milestones from awarded projects within budget.
- Convert successful initial research into more advanced proposals or seeds for new concepts or applications.
- Transform successful concept progression into products and services.
- Review and strengthen peer product concepts.
- Understands the value of intellectual property and how to protect it.

Status: Guild Associates, Inc. is a drug-free workplace in compliance with the Drug-Free Workplace Act and an Equal Employment Opportunity/Affirmative Action Employer.

Application process:

Interested candidates should send the following information to bmcginty@guildassociates.com:

- Curriculum vitae
- Cover letter which summarizes qualifications and experience