

## **FINANCE and BUSINESS DEVELOPMENT MANAGER JOB DESCRIPTION**

### **About INNODIA**

**INNODIA** is an international non-profit organization established in Belgium in July 2022, emerging from a successful European public-private partnership. Our mission is to accelerate the development of disease-modifying therapies for people living with Type 1 diabetes. Through our unique business model, we bridge the gap between academic research and industry by offering specialized services to medicine developers focused on disease modifying therapies and our academic network of excellence.

Our approach is centered on four key pillars:

1. **A European Network of Clinical Trial Sites:** verified and supported by **INNODIA**, these sites are equipped to conduct fast and efficient intervention clinical trials across all stages of Type 1 diabetes or actively contribute as referral partners.
2. **INPACT Community:** a large and engaged community of people living with Type 1 diabetes, trained and empowered to contribute meaningfully to drug development.
3. **Global Experts and Expertise:** a network of world-renowned experts and cutting technologies that we connect with medicine developers to accelerate therapeutic innovation.
4. **Data and Sample Repository:** access to a growing data lake, including clinical and research data, and biological samples, that can be used to optimize research and clinical outcomes.

With these assets, **INNODIA** is uniquely positioned to advance Type 1 diabetes research and accelerate the development of life-changing therapies.

### **Finance and Business Development Manager**

**INNODIA** is seeking a **Finance and Business Development Manager** to play a pivotal role in ensuring the organization's financial sustainability and growth. As a critical member of our team, this Manager will work at the intersection of financial management, strategic development, and partnership cultivation to help **INNODIA** thrive and expand its impact.

### **Key Responsibilities:**

#### **1. Financial Strategy and Planning**

- **Develop Financial Models:** create financial projections, budgets, and forecasts that align with **INNODIA**'s mission and long-term goals.
- **Strategic Planning:** collaborate with leadership to align financial goals with the organization's overall strategy.

#### **2. Financial Reporting and Analysis**

- **Financial Reporting:** oversee the preparation of financial statements, reports, and analyses to ensure the organization remains financially transparent and compliant.
- **Performance Tracking:** analyse key financial metrics to measure the success of various programs and revenue initiatives.
- **Budget Management:** monitor budgets, ensuring alignment with available funding, and recommending adjustments as necessary.

#### **3. Fundraising and Revenue Generation**

- **Identify Revenue Opportunities:** explore potential revenue streams, such as grants, donations, partnerships, and sponsorships, that align with **INNODIA** mission.
- **Develop Business Plans:** design and implement business plans for income-generating projects.

#### **4. Partnership Development and Relationship Building**

- Partnerships: build strategic partnerships with corporations, government agencies, foundations, and other stakeholders to secure funding and resources.

#### **5. Innovation and Market Analysis**

- Market Research: conduct market analysis to identify emerging trends and competitive opportunities
- Innovative Solutions: develop innovative financial strategies that promote sustainability, such as impact investing, social finance models, or collaborative funding platforms.

#### **6. Contract Management**

- Contract Negotiation: negotiate contracts with clients, partners, funders ensuring terms are beneficial and sustainable for the organization.

#### **Ideal Candidate Profile:**

- Strong background in finance, business development, or a related field.
- Experience in a non-profit or research-oriented organization is a plus.
- Excellent communication and relationship-building skills.
- Strategic thinker with a hands-on approach to problem-solving.

#### **Key Skills:**

- In depth understanding of the Health sector (focus on Type 1 Diabetes preferred but not mandatory).
- Financial acumen and strategic thinking.
- Strong fundraising and partnership-building capabilities.
- Knowledge of nonprofit financial regulations and compliance.
- Excellent communication and networking skills.
- Analytical ability to manage budgets and interpret financial data.
- Pro-active and creative attitude
- Ability to work independently as well as part of a team
- Fluent in English both written and oral (knowledge of multiple languages will be highly regarded)
- Well-developed computer skills in database management, MS Word, Excel, CRM and web-based research

#### **Position Details:**

- Location: remote work (within CEST time zones)
- Status: consultant contract
- Hours: 40-50% time commitment
- Salary: commensurate with experience
- Reports to: [INNODIA](#) Managing Director
- Works closely with: the [INNODIA](#) Managing Team

#### **Interested in this opportunity?**

Please send your CV, a motivation letter, and 2 references to [info@innodia.org](mailto:info@innodia.org)

Deadline: October 31<sup>st</sup>, 2024