



Biotechnology  
Business Institute

5TH ANNIVERSARY

# EXECUTIVE EDUCATION in Life Sciences

Growing future leaders in Pharma and Biotech



Educational agreement:



UNIVERSITAT DE  
BARCELONA



# CONTENTS

02 A note from Juan

03 The Institute

Student Profile

Educational Model

Faculty and Board

05 Professional development

Team Building Weekend

Leadership Weekend

BioInternational Seminars

Licensing Course

Internships

07 Programmes

Master's programmes

Postgraduate courses

14 Campus

University of Barcelona

Offices



# A NOTE FROM JUAN

Dear Students,

As every spring, it is a pleasure for us to present our next academic year. A year full of experiences, knowledge, networking and applied projects that will make our students young leaders in pharma & biotech.

This year we are celebrating our fifth anniversary. During the past five years we have been working with scientific profiles to help them develop a successful career as professionals in applied research and support them to get a better understanding of life sciences and drug development industry with an international perspective.

Throughout this years, both the life sciences industry and our school have grown and evolved towards the best educational model for our students. Our approach with international students and teachers, outdoors weekends, BioInternational Seminars and real patent development plans, make us as unique as different.

That couldn't be possible without an excellent international faculty team that mentor our students during the year. All the board of professors, coordinators, and the rest of the Biotechnology Business Institute team, will continue working to bring our students the best international applied knowledge in pharma and biotech.

We are looking forward to our next edition.



Juan R. García, ENABLE congress 2017

Thanks to all the BBI Team,  
Chairman at the Biotechnology Business Institute

APPLIED  
RESEARCH

# THE INSTITUTE

Our students develop an international profile within the cross-link between Pharma and Biotech during drug discovery processes.

The Biotechnology Business Institute was founded in 2013 not just as a business school but as an active stakeholder for the international Pharma & Biotech sector in life sciences and drug discovery. As a consequence, our students receive not just the best training programs available but also, they become professionals and members of the community from the first day.

Our programs are in the framework of the 'discover and transfer' agreement, where in collaboration with three of the main technology transfer offices in Barcelona, Spain, our students work in real patents for the development of new drug candidates. The Bio International Seminars with professionals from global innovation hubs, our Team Building weekend and Leadership Weekend and other activities, bring to our students an international business perspective on the sector.

Our mission is to grow young professional profiles into future leaders to be part of the best institutions, companies and national healthcare systems. Innovation, biotechnology, technology transfer, pharmaceutical industry, life sciences, healthcare, all serve to improve people's life, and that is our vision. If you want to develop your scientific knowledge in applied research for new drug discoveries, check our programs and come to Barcelona to have a great experience.

## STUDENT PROFILE

Are you one of ours?

**“Our students are scientific profiles, graduates and PhD in lifesciences, who want to understand the ecosystem and the interactions between the biotechnology sector, the pharmaceutical industry and public research institutions all focus in new drug developments. The sector is changing and so are the profiles we need to develop new treatments in human care.”**

Natalia Oñate  
Managing Director  
Biotechnology Business Institute



# EDUCATIONAL MODEL

## Discover & Transfer

Our new educational model, based in innovation, allow our students to interact with technology transfer managers and research groups with intellectual property. During the year, more than fifty teachers mentor the groups in order to develop different plans for these drug candidates. By being at the lead of latest discoveries, our students acquire a wide updated knowledge that will guarantee their success.



Javier Vieites  
Regional Sales Manager Immunology at Roche Spain  
BBI Board of Directors



**“Our educational model, based in innovation, make our students to be at the vanguard of the sector and apply their knowledge to real projects.”**

# FACULTY AND BOARD

## International professionals

In our board of professors there are national and international professionals from the main companies and institutions leading the global innovation ecosystem of the Pharmaceutical and Biotechnology sector.



We all are committed, and agree, that it is important to help growing young scientific generations with an international and global mindset in business applied to life sciences. Our limited number of students per group, and the requirements to access to the programmes, create every year classes with one-to-one interactions between students and teachers.



# PROFESSIONAL DEVELOPMENT

## TEAM BUILDING

Winter

The Team Building Weekend brings together nature and business from an international perspective. The weekend is designed to embrace social relationships and define roles within teams. During the 3-day activity, our students will have the opportunity to develop their potential in team management skills and will discover the role that better matches with their personalities.

You will enjoy a collaborative part of the programme, reinforcing relationships within the group in a stimulating atmosphere while practising winter sports in one of the ski resorts of The Pyrenees.



## LEADERSHIP

Summer

The objective of The Leadership Weekend is putting into practice the abilities of communication, negotiation and leadership through playful and educational activities as well as encourage the self-assessment of the students and design an Improvement Action Plan for each of them.

The main purpose of the Leadership Weekend is to obtain, through the individual experience, a personal analysis that will help to guide your professional development. These outdoor activities reinforce the executive education offered by the Institute.

# BIOINTERNATIONAL SEMINARS

Our students not only will interact in class with their mentors and our board of teachers but also will assist to International Panels as a part of the educational model in different venues in the city of Barcelona.

During the year you will increase your national and international network with leaders in the main innovation hubs that will open for new perspective in your professional development.

**“All these conferences are designed for the achievement of a better global understanding and interaction with professionals from different innovation hubs”**

Martin Shiderov  
Senior Sector Manager  
Life Sciences at Ernst & Young  
UK



# LICENSING COURSE

Through the licensing course the students will understand how occurs the interaction between technology transfers offices, biotechnology and pharmaceutical companies over different type of deals that can occur during new developments.

You will acquire the knowledge and the ability to interact with different stakeholders and become a key decision maker in and pharma-academia relationships.

**“As an alumni, being part of the these type of initiatives it’s a great opportunity to continue developing my own network and be up- to-date in the sector.”**

Marina Müller  
Business Dev. Jr. at ZeClinics  
BBI Alumni

# INTERNSHIPS

Our students have the opportunity to work in teams the most important global pharmaceutical companies as well as biotechnology companies and public institutions within the biomedical field. Their specialized profiles have a high demand that allow them to start their careers in different departments, all focus in business and applied research.

Without leaving the science, you will discover a new horizon of opportunities to develop your career outside the bench and apply your knowledge as an active part of the drug development ecosystem.



# PROGRAMS

## MASTER & POSTGRADUATES' IN LIFE SCIENCES

### Masters

#### GLOBAL DEVELOPMENT

Our Master programmes of one-year duration are focus on scientific profiles within research experience that want to development their career in applied research and start their professional lives in the industry field in drug discovery.

During the courses, the students will experience the development through the business side in applied science and will develop skill for their career progression.

### Postgraduate

#### INTERNATIONAL SPECIALIZATION

Our postgraduate programmes are focus on scientific profiles with a minimum of two-year experience in the industry - less experience will be evaluated by the board - that want to specialize their profile with international knowledge.

With an international perspective and the mentoring of our board of professors, during these four months our students developed different plans with technology transfer offices and expand their applied knowledge.

**“During our courses, the students will acquire and international knowledge in innovation and drug discovery processes that will provide them the necessary knowledge and skills to become part of the professional sector, ready to join the main companies.”**

Christian J. Suojanen

CoFounder & Chairman at TTS Global Initiative  
North America and LATAM Alliances at BBI



# MASTER IN INTERNATIONAL BUSINESS ADMINISTRATION

## OBJECTIVES

The objective of the programme is to acquire the knowledge to develop biotech companies in drug discovery, knowledge transfer and capital increases to develop in early stage preclinical and clinical phases.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with financial statements, entrepreneurships, valuation models, venture funds, financing rounds and international relationships within the different stake holders in life sciences.

**“The master course in Project Management, focused on drug discovery and tech transfer helped me to reorientate my professional trajectory to start-up investment analysis in the entrepreneurial sector.**

Mar Eroles

Investment Analyst at INDACO Venture Partners

BBI Alumni



## ACADEMIC PROGRAMME

- I. Global Ecosystem in Pharma and Biotech
- II. Scientific development and Regulatory affairs
- III. Technology Transfer and licencing
- IV. Entrepreneurship and funding
- V. Venture Valuation and Capital increase
- VI. Personal and Professional Development
- VII. Final Assignment: International Business Plan

# MASTER IN GLOBAL PROJECT MANAGEMENT

## OBJECTIVES

The objective of this course is to understand the process during a drug discovery development from and early stage candidate until the approval by the regulatory agencies and it arrives to the patients.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with project management, team leadership, global health economics and markets access, price reimbursement, departments in the industry and patients.

## ACADEMIC PROGRAMME

- I. Global Ecosystem in Pharma and Biotech
- II. Scientific development and Regulatory affairs
- III. Technology Transfer and licensing
- IV. Project Management in drug Discovery
- V. HEOR and Market Access
- VI. Personal and Professional Development
- VII. Final Assignment: Drug Discovery Plan

# MASTER IN INTERNATIONAL PHARMACEUTICAL MARKETING

## OBJETIVES

The objective of the program is to understand the process during a new drug global brand plan and the cross-link between the biotech sector and the pharmaceutical industry due to new portfolio compounds.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with patient journey, unmet needs and add value for new products, patient-prescriptors relationship, and global branding for international organization during new launches.



**“We motivate entrepreneurship and innovation in Life Sciences. The students will not only acquire theoretic knowledge throughout the course, but also become an active part of the sector from the first day.”**

William Hariri

Director Business Development and Strategy at Alira Health

European Alliances at BBI

## ACADEMIC PROGRAMME

- I. Global Ecosystem in Pharma and Biotech
- II. Scientific development and Regulatory affairs
- III. Technology Transfer and licencing
- IV. Strategic Marketing in Biotech and Pharma
- V. Operative Marketing for new launches
- VI. Personal and Professional Development
- VII. Final Assignment: Global Brand Plan

# MASTER IN GLOBAL PORTFOLIO MANAGEMENT

## OBJETIVES

The objective is to understand the relationship and different agreements negotiation processes between biotechnology-based companies and pharmaceutical companies in new compound acquisitions.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with international business development, portfolio increase, new valuation compounds, deal terms and conditions, milestones and royalties, and the negotiation process.

## ACADEMIC PROGRAMME

- I. Global Ecosystem in Pharma and Biotech
- II. Scientific development and Regulatory affairs
- III. Technology Transfer and Licencing
- IV. International Business development
- V. Corporate Finance and Corporate Law
- VI. Personal and Professional Development
- VII. Final Assignment: Licensing Agreement Plan



# POSTGRADUATE IN BIOTECHNOLOGY-BASED COMPANIES

## OBJECTIVES

The objective of the program is to acquire a specialized knowledge in corporate finance and early stage venture valuation for international capital increase in biotech-based companies in drug discovery processes.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with international entrepreneurship, Life Sciences sector in drug discovery, knowledge and technology transfer, intellectual property, early stage contracts and new drug candidates.

**“The master in Project Management was a platform that allowed me to discover areas of expertise in the pharmaceutical and biotech world. It gave me the right tools to start in the professional world with the key**

Aina Marcos

Project Manager Jr. at Trifermed



# POSTGRADUATE IN H.E.O.R. AND MARKET ACCESS

## OBJECTIVES

The objective of the program is to acquire a specialized knowledge in health economics and market access to understand the global process of launching new compounds in different markets.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with global portfolios, definition, activities and budgeting in new drug developments, pricing, National Healthcare System and FDA and EMA Markets.

## ACADEMIC PROGRAMME

- I. Global Ecosystem in Pharma and Biotech
- II. Scientific development and Regulatory affairs
- III. Final Assignment: Drug Discovery Plan

# POSTGRADUATE IN BIOPHARMACEUTICAL MARKETING

## OBJECTIVES

The objective of the program is to acquire a specialized knowledge in the strategic and operative processes during late stage compounds prepared to be launch globally for specific unmet needs in life sciences.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with Global Market Access and Local Market Access, Medical Marketing and Medical Scientific Liaison, Marketing and Sales Representatives and the departments involved in new launches.

**“The Institute has a strong international attitude. That is why we encourage our students to take part in events related with the sector in order to build up their network from the very start of their careers.”**

Pablo Viguera  
Medical Lead Diabetes  
AstraZeneca Spain



## ACADEMIC PROGRAMME

- I. Strategic Marketing in Biotech and Pharma
- II. Operative Marketing for new launches
- III. Final Assignment: Global Brand Plan

# POSTGRADUATE IN LICENSING AGREEMENTS AND M&A

## OBJECTIVES

The objective of the program is to acquire a specialized knowledge in corporate finance and corporate law in late stage negotiation agreements between pharma and biotech in portfolio management.

## PROFESSIONAL DEVELOPMENT

The main skills and topics are related with international negotiation processes in licensing agreements or merge and acquisitions, corporate finance and corporate law for the deal head establishment, upfront and milestones.

## ACADEMIC PROGRAMME

- I. International Business development
- II. Corporate Finance and Corporate Law
- III. Final Assignment: Licensing Agreement Plan



# CAMPUS

# UNIVERSITY OF BARCELONA

## ACADEMIC INFORMATION

### Campus

Faculty of Biology, University of Barcelona

---

### Credits

60 / 30 European credits ECTS

---

### Full Time

Monday to Thursday. From 18:00h. to 21:00h.

---

**Masters Programmes** From October 2018 to June 2019.

**Postgraduate Programmes** From February 2018 to May 2019.

---

### Language

English



## FACULTY OF BIOLOGY

The campus is prepared for our students to develop their academic work comfortably: meeting rooms, library, student secretary, cafe and restaurant and a free parking area outside. The campus is located in the university area of Barcelona, so that our students can benefit from the interaction with students from other disciplines.

## OFFICES

We have presence in the East Coast of the United States, United Kingdom and Spain, covering and bringing to our students a wide experience in international business.

**Barcelona Scientific Park (HQ)**  
Spain



**London - The Shard**  
United Kingdom



**Miami - CIC Miami**  
United States





# Biotechnology Business Institute

5TH ANNIVERSARY

More information about our programmes

[info@bbibarcelona.com](mailto:info@bbibarcelona.com)

[www.bbibarcelona.com](http://www.bbibarcelona.com)

(+34) 930 006 075

Educational agreement:



UNIVERSITAT DE  
BARCELONA

