

Job Offer

CEO PROSPECT BIOTECH



Our mission is to transform cell culture monitoring and optimization through advanced microbioreactor platforms, real-time spectroscopic analysis and machine learning-based data interpretation. The initial focus is on advanced immunotherapy and cell-based pharmaceutical development. Our company will offer a portfolio of chip-based fluidic devices, state-of-the-art sensors, automated monitoring and data-driven services designed to improve therapeutic outcomes and accelerate pharmaceutical innovation. With a strong technology foundation, we are poised to move from the lab to the marketplace. Translated with DeepL.com (free version)

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Full-time




Donostia-San Sebastián



Hybrid

Position Summary

We are seeking an entrepreneurial Chief Executive Officer (CEO) to co-lead the company alongside the Founding CTO. The CEO will be responsible for driving business development, fundraising, and the go-to-market strategy. Working in close partnership, the CEO and CTO will shape and execute the overall strategic vision, translating cutting-edge research into a scalable and impactful commercial solution.



Key Responsibilities

- Co-define and execute the company's vision and strategic roadmap. Build and manage a high performing team, primarily in business development, operations and partnerships, complementing the R&D core as it continues to grow.
- Identify and engage early adopters, strategic customers and industrial partners (pharmaceutical, biotech, CDMO).
- Lead the development of strategic alliances, commercial collaborations and potential licensing agreements.
- Actively participate in fundraising efforts, including public grants, equity funding (VCs, angel investors) and strategic partnerships.
- Define commercial strategy, including pricing, business models (e.g., appliance + SaaS) and potential internationalization.
- Lead all financial aspects of the company, including budgeting, financial planning, forecasting and reporting, in collaboration with external accounting and finance partners.
- Work alongside the CTO and specialist advisors to support the definition and execution of the regulatory roadmap.
- Collaborate to translate technical innovations into market ready offerings, ensuring product market fit and commercial potential.
- Participate in go-to-market strategy and life cycle planning.

Profile Requirements

- Master's degree in business administration, life sciences, biomedical engineering or related fields.
- Dual science and business background is a plus, but not required. Leadership experience in biotech, healthcare technology, or technology-based startups - ideally as CEO, CSO, or similar roles - with proven involvement in initial growth, company formation, or successful exits.
- Excellent command of Spanish and English, with excellent negotiation and communication skills, especially with investors and partners.
- Established network in the biotech/pharma ecosystem, including access to investors, KOLs and strategic industry players. Strategic and execution-oriented vision.
- Familiarity with regulatory planning (EMA/FDA) and the commercial landscape of advanced therapies or bio-manufacturing is desirable.
- Highly collaborative mindset, with strong ability to align efforts with the team for the benefit of the company's mission and growth.

Preferred experience

- Familiarity with cell culture, spectroscopy, and/or machine learning in life sciences, particularly in contexts where data-driven decision making supports experimental or clinical outcome.
- Experience in launching or co-leading a biotech company, academic spin-off, or innovation-driven startup.
- Familiarity with automation, lab-on-chip technologies, or biosensor integration.
- Understanding of regulatory pathways for medical or diagnostic devices (e.g., FDA, EMA), including experience navigating CE marking or ISO standards.

Interested?
This way please