

AN VOETS

TRANSLATING SCIENTIFIC INSIGHT INTO STRATEGIC OPPORTUNITY

CONTACT

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EDUCATION

2021-2023

OpenBorders MBA (ULiège)

- Master of Management (MBA)

2015

Universiteit Hasselt

- Post-graduate Relation and communication sciences

2006-2010

Maastricht University

- PhD program

2002-2006

Universiteit Hasselt

- Bachelor + Master Biomedical Sciences

PROFILE

Strategic innovation and business development leader translating biomedical research into partnerships, funding, IP, and spin-offs, driving impactful academia-industry collaboration

KEY ACHIEVEMENTS

- Played an instrumental role in the creation of 3 UHasselt spin-offs and several licensing deals, shaping their business models and investor pitches.
- Built and managed an IP portfolio (10+ patent families), establishing co-development and licensing partnerships that advanced UHasselt's life science technologies to market readiness.
- Secured or co-authored €10M+ in innovation and R&D grants; funding, including Interreg and EFRO projects, positioning UHasselt as a regional innovation driver.
- Negotiated 100+ research and service agreements with biotech and pharma, contributing to substantial and sustainable annual revenue growth of contract research activities since 2017.
- Advised life sciences companies on innovation strategy, grant acquisition, scientific communication and valorisation planning.
- Active contributor to ASTP's survey & metrics committee, aligning European best practices in technology transfer and impact measurement.

SKILLS

- Business Development: Strategic partnerships, contract negotiation, commercialisation, licensing, spin-off coaching
- Innovation Management: IP strategy, grant writing, project valorisation, funding acquisition
- Stakeholder Management: Academia-industry liaison, multi-stakeholder alignment, policy & governance
- Effective Communication

LANGUAGES

- Dutch (Mother Tongue)
- English (Fluent)
- French (Basic)

PUBLICATIONS

- Peer-reviewed: 
- Patent application:
 - WO2014184028
- Theses:
 - New pathophysiological concepts and potential therapeutic targets for oxidative phosphorylation disorders. *May 24 2012*
 - Valorisation as the third mission of universities: the BeNeLux ecosystem. *June 10, 2023*

HOBBIES

- Shotokan Karate (JKA)
 - kids instructor
- Hiking
- Travelling
- Board games
- Local neighbour committee

EXPERIENCE SUMMARY

- Bioconexus 2024 - Present
Founder/owner
 - Consultancy for life sciences companies on innovation management, commercialisation strategy, strategic partnerships, grant writing and strategic science communication
- Universiteit Hasselt 2015 - Present
IOF business manager/developer (RTTP)
 - Lead business development and valorisation activities within the Biomedical Research Institute (BIOMED). Develop commercialisation roadmaps, negotiate contracts, and cultivate strategic partnerships with industry. Member of UHasselt's steering committee 'Learning', contributing to lifelong learning and innovation strategy across the university and region. Coach researchers on IP, licensing, and spin-off readiness.
- Maastricht University/Maastro Clinic 2011-2015
Researcher/Postdoc
 - Conducted translational research on mitochondrial genetics and radiotherapy outcomes.
 - Co-developed business plan and due diligence for spin-off ptTheragnostic (DNAmito).
- Maastricht University 2006-2011
PhD candidate
 - Thesis entitled: New pathophysiological concepts and potential therapeutic targets for oxidative phosphorylation disorders.

SELECTED FUNDED PROJECTS

- Interreg Euregion Meuse-Rhine grant 'IMr Blue Zone'. (UHasselt, 2024-2027, 3.141.863€ - co-writer)
- EFRO project 'Aging Screen'. (UHasselt, 2024-2027, 480.000€ - co-writer)
- Provincial Development and Acceleration Fund project 'Digipath: rolling out digital pathology in Limburg' (UHasselt, 2021-2023, 770.000€ - lead-writer)
- VLAIO innovation mandate PDE4D: a novel target in the treatment of progressive multiple sclerosis. (UHasselt, 2019-2021, 231.044€ - co-writer)
- Interreg Euregion Meuse-Rhine grant 'Healthy Aging'. (UHasselt, 2016-2019, 4.752.192€ - lead writer)
- KWF grant: Mitochondrial genetics for the prediction of radiotherapy-induced lung toxicity risk: a prospective multicenter and mechanistic study. (UM, 2015-2019, 572.305€ - lead writer)
- NGI Genomics pre-seed grant: Using mitochondrial DNA variants for the prediction of radiation-induced lung toxicity in patients that undergo radiotherapy: a personalised theranostics approach. (UM, 2012-2014, 250.000€ - co-writer)

OTHER ACTIVITIES

- ASTP survey and metrics committee (since 2023)