



BUSINESS DEVELOPMENT OFFICER

(SASKATOON, SK)

Natural Products Canada (NPC) is a not-for-profit organization with a vision to make Canada flourish as the Silicon Valley of natural products. It aims to align, expand, and optimize the pan-Canadian natural products ecosystem to accelerate the development of products and technology platforms that bring real value to real customers. NPC was established in 2016, and is funded by a range of public and private investors, including the Government of Canada's Centre of Excellence in Commercialization and Research (CECR) program administered by the Networks of Centres of Excellence.

SUMMARY:

The Business Development Officer (BDO) is an entrepreneurial spirited individual with a desire to work in a fast paced and challenging environment. The BDO plays a role in identifying clients, including industry, universities and research organizations, and connecting them with existing national expertise, infrastructure and facilities to accelerate the commercialization process. The position requires an engaged individual that is highly motivated to work with NPC's Regional Directors and a diverse range of stakeholders to help accelerate the commercialization of natural products. While the position provides business development support to the entire organization, some responsibilities will focus on Saskatchewan and Manitoba. The position reports to the Vice President Investment and is based in Saskatoon, SK.

RESPONSIBILITIES:

- Assist in identifying natural product opportunities from industry, universities and research organizations that offer significant commercial potential.
- Support prospecting activities to ensure a continual pipeline of natural product opportunities.
- Identify relevant expertise, infrastructure, and other key resources to build the NPC network across Canada and facilitate faster commercialization of natural products.
- Support development and management of relationships with key clients and NPC network members.
- Recruit additional members and partners into the NPC network.
- Assist in connecting public research infrastructure to private industry to accelerate research, development, and commercialization.
- Travel, as necessary.

EXPERIENCE AND SKILLS REQUIRED:

- Business development experience.
- Experience in commercialization in the public or private sector.
- Experience in scientific, technology, and/or product assessment.
- Networking skills.
- Ability to build relationships.
- Ability to prioritize and manage multiple projects and deliverables simultaneously.
- Strong business acumen.
- Results oriented individual.
- Excellent communication and presentation skills.
- Strong team player.
- Ability to work independently.
- Entrepreneurial mindset.

QUALIFICATIONS

- A minimum of 3-5 years of related work experience.
- An undergraduate degree in Business and/or Science or combination of relevant work experience.
- Proficiency in MS Office and Client Relationship Management (CRM) systems.

Interested individuals are invited to forward a resume and cover letter to david@naturalproductscanada.com on or before March 2, 2018.

We thank all interested parties; however, only those applicants under consideration will be contacted.