



INVESTMENT MANAGER, BIOSCIENCE

Innovation PEI, Charlottetown, PE

Full-Time Permanent Position (Commencing Immediately)

This position is responsible for outside business attraction and growth in the bioscience sector in Prince Edward Island. The position works closely with industry and government partners to recruit out of province firms which will complement the existing sector.

Duties will include:

- Business attraction of new companies to PEI in the bioscience sector. This includes working with industry partners to undertake a thorough analysis of the industry, prospective companies, and their related business plans; negotiation of investment packages and presentation to potential investment partners/training institutions; negotiation of contracts and follow-up audits of performance;
- Attend key industry networking events, trade shows and conferences, and strategic markets to build relationships with senior management of companies considering new locations;
- Development of a sector business development work plan that details market trends, use of industry intelligence, research of collaborative opportunities, networking opportunities, and strategic markets to develop initiatives to achieve business attraction objectives;
- Management of opportunities to attract new companies to PEI including preparation of submissions to Treasury Board and Executive Council, ensuring contract compliance, progress inspection and disbursement of provincial investment and performance monitoring;
- Sector development including working closely with training institutions to ensure training is relevant to industry needs and with municipal governments to ensure that infrastructure is modern and relevant to the current and prospective tenancy needs.

Minimum Qualifications:

- University degree in science, preferably at the master's level.
- A minimum of five years experience in senior roles in sales and marketing in the sector.
- Preference given to individuals with additional experience creating and operating a business from start-up to commercialization in the sector using venture capital and including involvement with the academic sector.
- Demonstrated equivalencies will be considered.
- A proven track record identifying and developing new opportunities from the bioscience sector.
- Highly effective oral, written and presentation skills, and strong analytical skills.
- Strong knowledge in the following areas is also required: the PEI bioscience sector, sales, marketing and promotion, negotiation, business planning and business law.
- Familiarity with and understanding of government development incentives and business planning background would be considered assets.

Salary Range: Level 24 Excluded - \$82,610 - \$103,262

Posting ID: 2019-02 IPEI

Closing Date: Thursday, February 14, 2019 5:00 pm AST

To apply, please submit a resume and cover letter to:

Crystal-Lynn O'Meara, Human Resources Officer

Innovation PEI

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