



NATURAL
PRODUCTS
CANADA

PROGRAM DIRECTOR **(CHARLOTTETOWN, PE)**

Natural Products Canada (NPC) is a national not-for-profit corporation with a vision to help Canada flourish as the Silicon Valley of natural products. We work with a diverse array of collaborators across the country and around the world to provide information, introductions and investment that helps Canadian companies get their naturally-derived products to market.

SUMMARY:

The Program Director (PD) plays a central role in the development, oversight and management of new commercialization programs critical to the overall strategic direction of the organization. The Proof of Concept commercialization program is designed to advance innovative research from academic institutions and the private sector that has the potential to translate into disruptive products or technologies in the natural products industry. The Executive Talent and Go-to-Market programs enable high-potential, early stage companies to access senior level expertise or develop strong market entry strategies. The PD works with NPC's Regional Directors (RDs) in identifying opportunities for the commercialization programs and plays a lead role in evaluating applications to the programs. The PD is also responsible for monitoring, evaluating and tracking the progress of approved applicants for the programs. The position requires a skilled and engaged individual that is highly motivated to work with a diverse range of stakeholders to help accelerate the commercialization of natural products. The PD reports to the Chief Executive Officer (CEO). The position is based in Charlottetown, PE.

RESPONSIBILITIES:

- Lead the oversight and management of NPC's commercialization programs.
- Evaluate applications to the commercialization programs with input from the RDs.
- Lead performance tracking activities and overall evaluation of the programs.
- Lead the monitoring and evaluation of approved applicants on a quarterly and annual basis.
- Identify and evaluate opportunities from industry, universities and research organizations, in conjunction with the RDs, that offer significant commercial potential.
- Manage relationships with key clients and NPC network members, in conjunction with the RDs, related to the commercialization programs.
- Manage the overall budget for the programs in conjunction with the CEO and Chief Financial Officer.

- Support NPC's annual reporting requirements to its key funders.
- Travel, as necessary.

EXPERIENCE AND SKILLS REQUIRED:

- Established track record of program and project management in the public or public sector.
- Demonstrated experience in evaluating scientific and/or business-related applications for funding.
- Experience in evaluating science, technology, products, and related market potential(s) for potential commercialization.
- Experience with leading successful commercialization efforts in the public or private sector.
- Entrepreneurial mindset.
- Business development experience.
- Knowledge of intellectual property.
- Effective relationship builder.
- Strong team player.
- Ability to work independently.
- Ability to manage budgets.
- Proven focus on measurement and results.
- Excellent oral and written communication skills.

QUALIFICATIONS

- A Master of Business Administration and/or a graduate degree in a scientific discipline. An equivalent combination of education and experience may also be considered.
- Minimum 5-7 years of experience.
- Bilingualism would be considered an asset.

Interested individuals are invited to forward a resume and cover letter to shelley@naturalproductscanada.com on or before April 2, 2019.

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