



# THE CENTER FOR AQUACULTURE TECHNOLOGIES

## **Business Development Associate**

The Center for Aquaculture Technologies (CAT) is an R&D and contract service organization focused on the application of biotechnologies to improve productivity, efficiency and sustainability in aquaculture and related industries. The company combines extensive experience in aquaculture with a strong background in aquatic animal health, nutrition, and genetic improvement to provide research-based solutions.

We are seeking a motivated individual to play a significant role in the Business Development Department, providing sales support to our Health & Nutrition and Genetics business units and assisting with analysis of industry trends. As a valued member of this results-driven team, the successful candidate will play an integral role in helping to ensure that CAT meets its annual targets. They will also be expected to prioritize customer relationships and deliver tailored solutions addressing client needs.

This position will report to the VP of Business Development. Location is flexible and will be negotiated with the successful candidate.

### **Key Responsibilities will include, but are not limited to:**

- Thorough understanding and communication of CAT services in a manner that is relevant and specific to the needs of each client
- Development and implementation of client focused sales strategies to achieve annual revenue targets and grow sales of CAT products, technologies, and services
- Assist in the development and management of account plans for high-level clients worldwide
- Monitor Industry trends seeking sales opportunities and prospective clients
- Collaborate with business unit leadership to develop and deliver service offerings that address client needs
- Internal communication of industry trends, and competitor landscape
- Assist in meeting established budget goals and broader departmental and corporate strategic initiatives
- Aid in content development for various marketing channels (website, social media, print media)
- Attend and assist in arranging trade shows, technical meetings and customer presentations

### **Educational Background:**

- Relevant bachelor or higher education in aquaculture or another relevant field

### **Qualifications/Skills/Abilities:**

- Minimum three years relevant experience within the aquaculture industry
- Practical experience with scientific research and willingness to develop technical understanding in new fields
- Capability to independently understand customers' evolving needs and expectations
- Professional communication skills including proficiency in English and the ability to proactively communicate relevant information appropriately including written and oral communications. Fluency in additional languages is an asset, though not required
- Provide sales and technical support on an as-needed basis
- Demonstrates business acumen with motivation and focus on achieving measurable, tangible results
- Practices diplomacy and discretion
- Professionalism and strong ethical standards
- Ability to multi-task, prioritize and balance workload with minimal supervision
- Strong organizational, interpersonal, and follow-up skills
- Proficiency in Microsoft applications (Internet Explorer, Outlook, Word, Excel, PowerPoint) with an aptitude to learn other tools and applications quickly
- Proactively collaborates with other CAT colleagues with an ability to work across functions and levels to develop solutions
- Ability to lift 25 kg
- Previous experience in marketing or sales and/or the bioscience industry would also be considered an asset
- National and International travel is required

The Center for Aquaculture Technologies offers a competitive salary and benefits including group health care and retirement savings plans.

Please send CV/Resume and provide the contact information for three references to: **info@aquatechcenter.com** with '**Business Development Associate**' as the subject line.

The competition will remain open until a suitable candidate is identified. Only candidates selected for the next phase of the competition will be contacted.