

Emergence Bioscience Accelerator

Client Advisor: Full Time or Part Time roles considered

Location: Prince Edward Island

The Prince Edward Island BioAlliance is the catalyst of a vibrant and fast-growing partnership of bioscience- based businesses, research and academic institutions, investors, and government agencies powerfully aligned to create an innovation ecosystem focused on technology commercialization and business success.

Emergence, operated by the PEI BioAlliance, is Atlantic Canada's bioscience business accelerator dedicated to assisting start-ups and growth-stage companies in commercializing new technologies and services. Emergence provides companies with business acceleration services, including mentorship and advisory services, as well as access to networks and resources.

We are looking for a talented Client Advisor to join the Emergence team to support the company portfolio in navigating, amongst others, the regulatory landscape, path to market, manufacturing options, capital raise and building a high performing leadership team with strong governance.

This position would suit those with a strong lived experience building and scaling companies in the biosciences and those that are able to multi task, working across several companies concurrently, in a fast paced and responsive manner. This is an excellent opportunity to have a high impact across the life science community in Atlantic Canada. The ability to build credible, productive relationships with clients is important, as well as the ability to provide expert guidance as companies seek to develop their technology, prepare for product / service launch and respond to changing market dynamics.

What we're looking for:

- An experienced and personable executive that has grown, led and developed deep tech (preferably bioscience related) opportunities and whose experience and journey can be used to reduce the speed bumps and challenges for the next generation of bioscience entrepreneurs
- Given the breadth of the Emergence company portfolio, experience in any of the following would be considered an asset: Human and Animal Health related technologies, Natural Health Products, Med tech and diagnostics.
- Individuals with deep expertise in relevant bioscience related activities would also be considered an asset (Fermentation and Bioprocessing, Regulatory, Clinical Trials, IP, Quality systems, Capital Raising, Governance etc)
- An ability to build trusted relationships and make relevant, thoughtful introductions that advance client objectives
- Experience raising and deploying capital effectively in support of creating shareholder value
- A proven ability to help coach and mentor client companies in accelerating business growth

- Support the scale up and preparatory work required to generate sales, including manufacturing strategies, customer segmentation, data analytics, and converting target audiences into customers
- An individual who is well acquainted with the startup network in Atlantic Canada and an ability to recognize, build and develop commercially relevant opportunities, working with colleagues in ACOA, NRC-IRAP, ResearchNB, Life Sciences Nova Scotia, and Bounce Health Innovation

Required:

- At least 10 years of progressive experience in the life sciences, technology commercialization, entrepreneurship, investment, business development, or a closely related field, including meaningful experience supporting or leading growth-stage companies.
- The successful candidate will bring deep expertise in at least two of the following areas: fermentation/bioprocessing, commercialization strategy, regulatory pathways, clinical development, quality systems, manufacturing scale-up, intellectual property, capital raising, market access, or strategic partnerships.
- Demonstrated ability to assess complex business situations, identify priorities, develop practical recommendations, and help management teams execute them
- Excellent organizational and planning skills along with strong problem solving, prioritization and communication skills.
- A strong understanding of how early-stage and growth-stage life-science companies create value, manage risk, and move from research or technology development toward customers, revenue, investment, or strategic partnerships
- Excellent inter-personal skills with an ability to build strong client relationships through collaboration and credible advisory services
- Significant experience managing a diverse set of stakeholder relationships spanning the government, academic and private sectors, with researchers, managers and administrators.
- Positive solution-oriented attitude and self motivated.
- Drivers license

Desirable:

- Direct experience in one or more of the following: human health, animal health, natural health products, medical devices, diagnostics or biotechnology
- Experience navigating applicable Canadian or international regulatory pathways.
- A passion for supporting the growth of early-stage companies through challenging commercialization pathways
- Experience raising capital from government programs, angels, venture capital, strategic investors, lenders, or public markets.
- In-depth knowledge of the enabling conditions for a successful bioscience business ecosystem

- Willingness to expand Emergence's impact with clients through sharing of personal contacts with the Emergence Performance Network
- Established relationships across Atlantic Canada's bioscience, health innovation, investment, research, government, and business communities.
- Strong IT skills and AI awareness
- A background in bioscience business and/or life sciences degree preferred

Please apply with your resume and covering letter to Joanna Beattie at joanna@peibioalliance.com with the subject line "Emergence Client Advisor"

This position offers a competitive salary, commensurate with experience and qualifications. The anticipated full-time salary range is \$80,000–\$110,000 annually, commensurate with experience and qualifications. Part-time compensation will be prorated based on the agreed schedule and scope of responsibilities.

The closing date for applications is October 16th, 2026.

Only those candidates selected for an interview will be contacted.