

Business Development Manager

Company Bio:

Creative Protein Solutions is a startup company based in Calgary Canada. We develop lab based and point of care diagnostics for animals. We operate from the Life Science Innovation Hub.

For more information, go to creativeproteinsolutions.com. More information about the company: www.creativeproteinsolutions.com

Position Summary:

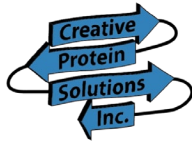
We're seeking a qualified business development professional to join our team. Our ideal candidate will be trusted to dive right in, take the lead to extend to new and untapped business opportunities and relationships. Highly skilled at sales, marketing and business operations, this candidate will work closely with our R&D team, our manufacturer and field operatives.

Essential Duties & Responsibilities:

- Prepare for market entry for our first on-farm test
- Develop new business opportunities
- Take a lead role in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships
- Help prepare for next investment round
- Identify trends and customer needs, building a short/medium/long-term sales pipeline in accordance with targets
- Help build the team by participating in identifying the needs, drafting postings and selecting candidates
- Assist in the coordination and implementation of marketing strategies, and delegate tasks that achieve strategic goals
- Monitor and evaluate industry trends and customer drivers and meet regularly with stakeholders to discuss strategy
- Generate new leads, identify and contact decision-makers, screen potential business opportunities, select the deals in line with strategies, and lead and facilitate pitch logistics
- Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company
- Maintain and share professional knowledge through education, networking, events, and presentations
- Travel to conferences and relevant marketing events when conditions permit

Minimum Qualifications:

- Post-graduate degree in business or science
- Successful track record in persuasive sales and negotiation
- Excellent verbal and written communication skills
- Working experience in biotech industry > 2 years



- Proficiency with data analysis and forecasting, and familiarity with business development operation process
- Proven ability to plan and manage resources
- Building and managing relationships
- Willingness to travel

What we offer you:

You'll be a member of a small but passionate group of people enthusiastic to put novel and convenient diagnostics in the hands of dairy farmers. We guarantee that you will have tremendous learning opportunities and will be actively encouraged to creatively contribute. Our benefits include medical, dental, 401(k) matching, and flexible vacation and sick time allowances.

Compensation will be commensurate with experience, with a component linked to revenue and returning customers and might include stock options.

To apply send resumes to: Jeroen.debuck@creativeproteinsolutions.com