

Position: Industry Development Lead (Full Time)

Reporting to the President & CEO, the Industry Development Lead is responsible for promoting the growth of a vibrant life sciences industry in Alberta by providing advice and support to members and SMEs through the development of strong industry clusters within BioAlberta's core and emerging life sciences sectors including Biotechnology, Pharmaceuticals, Health Technology, Medical Devices, Natural Health Products, Protein and Functional Ingredients, and Biomass/Bioenergy.

Primary Duties and Responsibilities:

- ✦ Engage companies to identify specific business needs, and connect them with the appropriate provider or agency within the BioAlberta member network
- ✦ Identify and develop policy initiatives for life sciences sector that will support the growth of life sciences and diversification of Alberta's economy
- ✦ Support SMEs and other life sciences companies, government, support agencies and industry groups in Alberta to identify opportunities for collaboration to diversify and grow the Alberta economy
- ✦ Support member and partner development for BioAlberta

Skills and Experience:

- ✦ Post-Secondary degree in science, business, or economics, with a focus on industry/business development in the biotechnology, health technology or NHP sector
- ✦ Minimum five years' experience in an industry development or business development role in the biotechnology, natural products or plant ingredient sectors, working with SME's to identify needs, build capacity and create strong business networks
- ✦ Proven ability to work with minimal supervision while balancing long term objectives as well as day to day activities
- ✦ Strong interpersonal skills, able to engage and interact with people at all levels of the organization
- ✦ Project management experience an asset
- ✦ Grant writing experience an asset
- ✦ Understanding or experience in supply chain development an asset
- ✦ Proficiency in office productivity software and CRM software (eg: Maximizer)

This position is flexible on location (Edmonton preferred) and could also be modified for a consulting/contract arrangement.

Candidates: Please send CV to robb@bioalberta.com outlining why you're the right person.

