



Job Opportunity (part-time, contract position)

Title: Business Development & Innovation Consultant - Biomedical Sciences & Health Technology
Reporting to: President & CEO
Location: Remote/virtual work, preferably located within GTA, Hamilton, Waterloo regions;
Office location: 2115 South Service Rd. West, Oakville, ON, L6L 5W2

COMPANY OVERVIEW:

Optimal Innovation Group Inc. (OIG) is a boutique Canadian consulting firm that delivers technology innovation and commercialization strategies to help technology startups, SMEs and global corporations get the full support and expert advising they need to be successful as they grow and diversify their businesses - all without having to substantially invest in adding new staff resources and tools. Simply put, we help technology companies **Go-To-Market**, **Grow-The-Market**, and **Innovate-The-Next Market**.

Established in 2012, OIG offers a wide range of affordable services to support new product innovation, market assessment, customer development and commercialization for our clients. In addition, we also provide executive advisory services for our clients (such as Entrepreneur-in-Residence or interim senior management) to support the formation and scaleup growth of early-stage companies. Learn more about OIG at: <https://www.optimalinnovationgroup.com/>

JOB SUMMARY:

The Business Development & Innovation Consultant - Biomedical Sciences & Health Technology is a dynamic and highly adaptable early-career professional who has strong knowledge in one or more areas of biomedical science/biotechnology, medical device technologies and digital health solutions. The ideal candidate will have also had a minimum of 2 years of prior experience in at least two of the following functional work competencies: business development, corporate partnership development, customer research and outreach, product design and development, market opportunity assessments, technical due diligence and/or business intelligence.

This role requires a combination of strong skills in science or technology research analysis, strategic and critical thinking, problem solving, and good business acumen. Early-career consultants who work at Optimal Innovation Group will be expected to develop to their full



potential in each of these areas, and will also be guided by Senior/Principal Consultants to deliver their highest-quality work. You also possess strong technical knowledge and broad business understanding, and have acquired some early career experience in technology transfer and various aspects of commercialization such as IP/patents, licensing, business models, market strategy and product-market positioning, finance or investment. You are a responsible, mature and engaging person who will demonstrate professionalism in your work, can deliver a high-quality level in your work, and you aim to exceed the expectations for OIG clients, while supporting multiple client projects at one time. This is a role in which you will be exposed to a great deal of new information; the continuous learning opportunities, the diversity of projects, and the challenge of juggling so many interesting projects is something you seek.

RESPONSIBILITIES:

Your primary role as a Business Development & Innovation Consultant has two core functions: 1) to source and develop new clients and project opportunities, and 2) to work on the developing and delivering the client projects, which may involve: market research, technology assessments, developing commercialization strategies and go-to-market business plans for launching specialized technologies in the sectors of BioMedical Science, BioRenewable Products, Biotechnology, Health Technology Solutions, Medical Devices, Life Sciences/Pharma Drug Delivery, Material Science, Nanotechnology and/or Artificial Intelligence/Machine Learning.

Specific responsibilities may include:

- Develop and coordinate a portfolio of client prospects in our CRM, conduct business development outreach and networking, developing client opportunities and converting them to closed client projects; assist CEO with proposal preparation, contracting, and project kickoff (when needed).
- Sourcing and researching market information, business intelligence, competitive technology benchmarking, patent & trademark searching, business model and pricing information, and sourcing financing opportunities (grants and investment funding).
- Support OIG team with preparation and write-up of grant applications, business plans, project Statement of Work and project plans, Gantt charts, and other consulting service documents as required.
- Collaborate with OIG team for developing projects, research and analysis, report-writing, presenting and delivery of project work to clients.

- Participate in workshops, webinars, conference events that are relevant to the projects in your portfolio; partake in business networking where possible, and document your key learnings from these events to share with OIG team and with clients, as appropriate.
- Regularly review the latest industry news, literature and white papers that are relevant to your projects.

SKILLS & QUALIFICATIONS:

- Minimum 2 years of experience in science & technology innovation development and business development work, either in a leading role or supporting role.
- Post-graduate university degrees in Business and Science/Engineering, specializing in BioMedical Science, Bioscience/Biotechnology, Medical Devices or Digital Health Technology, having earned a Masters or PhD degree prior to 2019.
- Proven experience in at least one area of business development, project management, Patents/IP analysis, product-market assessments, business intelligence, pricing and business models, commercialization and business plans.
- Excellent skills in project planning and coordination, information research and critical analysis, strategic thinking, confident communications and presentations.
- Competent knowledge about Business Model Canvas, developing value propositions, entrepreneurship, client service operations.
- You embody authentic, ethical, responsible and trustworthy personal behaviours.
- Works well independently (remotely) without requiring direction for day-to-day tasks; and can also work collaboratively with OIG team members, by sharing responsibilities and occasionally co-lead a client project.
- Versatile skills, adaptable to the changes demanded by the business, willingness to learn quickly and take initiative where appropriate.
- Fluent in English language (written and oral); highly proficient in Microsoft Office 365 software (Excel, Word, PowerPoint, Outlook).

WORK CONDITIONS:

- Part-time contract (60-75 hours per month), minimum 6 months, renewable semi-annually; virtual/remote office work, with transitioning to in-person meetings at company office (when permitted by municipal laws, after the COVID-19 pandemic is controlled).
- Future opportunity to renew the position as a full-time position.
- Able to travel independently (drive or public transit) for client meetings or work in team office, after COVID-19 pandemic is controlled.



If this part-time job opportunity interests you, and you possess the skills and qualifications to succeed in this role, then please forward your resume to hello@optimalinnovationgroup.com. We thank all applicants who express an interest in the job opportunity, but only selected applicants who meet our requirements will be invited for an interview. OIG offers valuable business training, continuous learning and mentoring in technology innovation and commercialization consulting. OIG's hiring practices are aligned with Canada's human rights laws and Ontario labour laws, and we ensure that every person is treated equally and fairly for employment, regardless of race, color, creed/religion, gender, sexual orientation, marital status, age, mental or physical disability.