

Job Opportunity

Job Title: Business Development & Innovation Consultant – BioMedical Sciences & Health Technology
Job Type: Contract position
Location: Remote/virtual work, preferably located within GTA, Hamilton, Waterloo regions;
Office location: McMaster Innovation Park
175 Longwood Rd. South, suite 112A
Hamilton, ON, L8P 0A1

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 commercialization services to support new product innovation, market assessment, customer development and go-to-market planning 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 role that requires a person with an advanced science degree who has strong knowledge in one or more areas of biomedical science, biotechnology, medical devices and digital health solutions. The ideal candidate will have a minimum of 2 years of previous industrial work experience that included at least two of the following work competencies: business development, corporate partnerships, customer research, marketing outreach, product development, market assessments and technical assessments for due diligence and/or business intelligence, technology transfer and some experience with IP/patents, licensing, business models, market strategy and product-market positioning, finance or investment.

This role requires a person who is highly adaptable, can handle multiple client projects at one time, is strong in science or technology research analysis, has good critical thinking and problem solving skills, and feels confident about their business/financial acumen. Early-career consultants who work at Optimal Innovation Group will be guided by Senior/Principal Consultants and develop their knowledge significantly in each of these areas; they will be expected to deliver their highest quality work. We are seeking a responsible, mature and engaging person who will demonstrate professionalism in their work, and strives to exceed the expectations for OIG's clients, while supporting other 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 and will thrive on.

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, 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 both science & technology innovation and business development work, either in a leading role or supporting role, in an organization outside of university or college.
- Post-graduate university degree (Masters or PhD) in the field of Business and/or in Science or Engineering, specializing in BioMedical Science, Bioscience/Biotechnology, Medical Devices or Digital Health Technology.
- 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 startup ventures, entrepreneurship, developing value propositions, and commercialization.

- You embody authentic, ethical, responsible and trustworthy personal behaviours.
- Works well independently (remotely) for day-to-day tasks; and can 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:

- Fractional time work (15-20 hours per week), minimum 6 month contract engagement with option to renew as a full-time team member; virtual/remote office work, with transitioning to in-person meetings at main office at McMaster Innovation Park (when permitted by municipal laws after the COVID-19 pandemic is controlled).
- 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 those 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.