Mitacs/Simon Fraser University Business Development Specialist

Do you want to be part of our innovative and entrepreneurial team?

Here at Mitacs, we strive to develop the next generation of innovators with vital scientific and business skills. In partnership with companies, government and academia, we support a new economy using Canada’s most valuable resource – its people. You thrive in an entrepreneurial environment and enjoy working in a team atmosphere. You are an “out of the box” thinker who strives to implement continuous improvements and you take a strategic approach to the projects you are responsible for. Your opinions are valued and respected.

This is not your ordinary sales job. Our business development team members are the bridge between academia and industry. They spot opportunities and take action! They are at the forefront of marketing collaborative research programs to businesses and professors. To help you make your decision, we’d like to introduce you to someone in the role!

Meet Jillian.

Jillian joined Mitacs in the fall of 2013 with a PhD in Organometallic Chemistry. Jillian heard of the opening for a Business Development Specialist at Mitacs. Having strong people skills, she found that the job description was a great fit for her customer service talents as well as her scientific curiosity. She contacted her local Mitacs Business Development Director, and they met over coffee to discuss what this role entailed. Convinced that this would be a great opportunity for her, Jillian applied for the position and was offered a 1 year contract. During this year, Jillian focused on honing her business development skills, through mentoring by senior BDs and by meeting with many researchers and companies. As she gained experience, Jillian was offered a one year extension to her contract and remains with Mitacs where she continues to be a valued member of the Mitacs team.

If you were to join Mitacs as the Business Development Specialist for Simon Fraser University, we’d ask you to do the following:

- Work closely with members of Mitacs Business Development, Science and Technology, and Programs teams to deliver high-quality programming
- Work closely with the Graduate Studies and Postdoctoral team, the Office of Research Services and the Innovation Office at Simon Fraser University to fully understand the needs of their researchers, students and postdoctoral fellows, find industry and non-profit sector opportunities and identify the best programs to leverage the research opportunities uncovered
Create and maintain a network of partners/clients in industry and the non-profit sector at Simon Fraser University
Introduce companies to various Mitacs events and programs
Introduce companies/non profits to various Simon Fraser University researchers
Collaborate with Mitacs staff and/or Simon Fraser University staff to organize events including aspects related to networking with clients, planning, logistics, and funding
Providing support to the Business Development Team as needed
Providing business development support to all Mitacs programs as needed
Providing business development support to the Office of Graduate Studies and Postdoctoral Fellows at Simon Fraser University
Organizing industry-academic networking events specific to Simon Fraser University

This sounds quite exciting and challenging, right? Let’s hope so, because if it does, there’s a good chance this job is right for you. Here’s what you will have already that will help you to handle these challenges:

- Recent PhD (within 1-2 years), ideally, from Simon Fraser University
- Excellent communication skills
- Excellent presentation skills
- Enthusiastic and high-energy self-starter
- Team player
- Ability to think creatively and try new things
- Desire to pursue a career outside of research and academia

* Please note that this position is available only at Simon Fraser University*

At Mitacs, we foster a culture where creativity and innovation is valued and encouraged. We offer a comprehensive benefits package and a team based work environment.

APPLY NOW:

We welcome your application directly to hr@mitacs.ca indicating “Business Development Specialist – SFU – YOUR NAME” in the subject line. Applications must include both a CV and cover letter in word or pdf format. We thank all applicants but only those considered for an interview will be contacted.

Mitacs values the contributions of a diverse workforce and is an Equal Employment Opportunity employer.