



# Employment Position

<b>Job Title:</b>	Director of Business Development (US)	<b>Position Type:</b>	Full-Time
<b>Location:</b>	Edmonton, AB	<b>Salary Range:</b>	\$80 to 120k
<b>Resume:</b>	Required	<b>Cover Letter:</b>	Required
<b>Date Posted:</b>	January 1, 2018	<b>Posting Expires:</b>	March 15, 2018

## Job Description

Metabolomic Technologies Inc. (MTI) is a spin-off company from the University of Alberta committed to developing advanced metabolomic-based diagnostic tests for the management of chronic diseases or 'high value' diagnostics. With links in both industry and research groups, this exciting new company is leading the way in ground breaking metabolomic-based testing development. The successful candidate will be working with a small team of energetic and motivated individuals, where there is a commitment to professional and personal growth.

We're looking for a Director of Business Development (US) in our Edmonton office.

### ROLES AND RESPONSIBILITIES

- Responsible for the overall management of all strategic and operational activities in the US market
- Develop plans and strategies for developing business and achieving the company's sales goals in the US
- Manage business partners, and resources to deliver profitable growth
- Act as a key contact with partner labs
- Work with marketing team to devise marketing materials and tools to support sales
- Refine value concepts to support product uptake and market access
- Provide market feedback regarding competitive offerings and market needs
- Communicate effectively with stakeholders and professional organizations and build strategic relationships with key opinion leaders to increase product awareness and develop new business
- Work with scientific and medical team to understand and develop market opportunities
- Participate in strategic planning discussions with the team

### QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Bachelor's degree
- 10+ years business development experience
- Successful experience building go-to-market strategies and corporate sales plans
- Experience in medical diagnostics sales
- Experience in U.S. healthcare system and reimbursement
- Excellent negotiation skills, proven track record of successfully pitching for new business
- Team player with strong verbal and written communication skills

### BENEFITS

- Medical, dental, vision, life
- Yearly pension pay
- Employee stock option program

We thank all applicants for their interest; however, only those individuals selected for an interview will be contacted