



Business Development Associate **Leading the Next Frontier in Gut Health**

Nimble Science is collaborating with partners worldwide to advance next-generation microbiome-based diagnostics and therapeutics. We achieve this by leveraging our cutting-edge capsule-based sampling technology, which allows us to perform liquid biopsies directly from the small intestine.

This is a new position at Nimble Science to expand our partnership traction among consumer health and pharmbio companies. The candidate will utilize a background in life sciences and business to build new business development experience and function in a key position within a high growth start up.

You are a passionate and dynamic learner with an entrepreneurial spirit ready to dedicate yourself to taking Nimble Science and your career to the next level.

Responsibility Snapshot:

Reporting directly to management you will:

- Engage in customer creation activities, identifying potential markets and customer needs, and develop strategies to reach and expand the customer base among consumer health, pharma and digital health companies
- Drive the growth of company sales through strategic business development initiatives, market analysis supported by your life sciences knowledge
- Support to prepare market and competitive analysis for a series A financing round

What We Offer:

- An opportunity for professional growth and meaningful work in the Life Science and entrepreneurial sector.
- Independent flexible work environment
- A formidable challenge to experience the inner workings of a high growth start-up
- An opportunity to integrate within the Calgary Tech ecosystem
- A dynamic and supportive work environment in a rapidly growing company

What You Bring to the Team

- Enthusiasm to work hard, think creatively and contribute to growth of the company by leveraging scientific and business skills.
- Enthusiasm and an understanding of the evolution of microbiome science and the emerging industry.
- Outgoing personality with a strong inclination towards networking and a proactive approach to customer engagement and product positioning.
- Familiarity with the challenges and dynamics of startup environments, coupled with a readiness to commit fully to the role and its demands.
- Strong desire to engage with partners and customers and support the development of scientifically driven sales processes.



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- Strong communication, negotiation, and interpersonal skills, complemented by strategic and analytical thinking capabilities.
- Self-motivated individual with the ability to work effectively under minimal supervision
- Excellent written communication skills with a focus on communicating with customers and partners. The ability to synthesize information into effective reports
- Attention to detail and organizational skills that ensure accuracy and efficiency in all tasks.
- Adaptability and resilience, with a positive attitude towards learning and tackling new challenges in a fast-paced environment
- Proficient in CRM software and Microsoft Office Suite

Qualifications

- Previous Life Sciences education, preferably with relevance to pharmacology or genomics/omics. Minimum of bachelor's degree with master's or PhD preferred encouraged.
- Graduate from a business program or a program with relevancy to business and business development.
- Recent graduate (within the last 12 months) from an Alberta-based post-secondary program
- Alberta resident and eligible to work in Canada.
- Available to commit to full-time employment for a minimum of 1 year.
- Capable of working independently with minimal supervision and demonstrating a proactive, self-starter approach.
- Strong communication and interpersonal skills, with the ability to build and maintain professional relationships.
- Flexible and adaptable to meet changing needs and challenges in a dynamic environment.

Position Details:

- Full-time position for 12 month contract with opportunity to extend
- This position is funded on a contract basis through Genome Alberta. Candidates must meet the specific qualifications set by Genome Alberta to be considered for this role. This includes alignment with the criteria pertaining to educational background, experience, and eligibility as outlined by specific requirements.
- Applicants must provide proof of work authorization in Canada.
- On-site or remote work

Application Deadline: April 15th, 2024

Application Process: Business Development Placement Program is an independent program offering this placement through Genome Alberta in partnership with the Ministry of Advanced Education.



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Candidate should apply directly to the Business Development Placement Program at Genomic Alberta program for eligibility through their office:

Mitthua Sarkar-Banks

Senior Manager, Human Resources & External Talent Portfolio

Email: msarkar-banks@genomealberta.ca

Tel: 403.690.5128

Please send your cover letter expressing your interest and how your previous experience can contribute to the needed skills, along with your resume.

If you have any further questions or need additional information, please don't hesitate to ask. We thank all candidate's applications interest. Please note that only those candidates under consideration will be contacted.

Nimble Science is committed to Employment Equity and Diversity. We do not discriminate against any employee or applicant for employment because of national origin, race, religion, ethnic group, age, disability, gender, sexual preference, sexual or gender identity, status as a veteran or any other federal, provincial, or local protected class.

We welcome and encourage applications from people with disabilities. Accommodation is available on request from candidates taking part in all aspects of the selection process.

Nimble Science is committed to providing a safe and healthy working environment for our team members, customers, clients, contractors, business partners, guests, and members of the public with whom we regularly interact.

