

## **Business Development Associate**

Inception Lifebank is a growing biotechnology company based in Mississauga. Inception Lifebank offers its employees a modern day work environment, with an open concept team focused environment, dress casual every day, that offers its employees a competitive compensation and benefits package and is known for the great care we take with clients and employees alike.

**The Company:** Inception Lifebank Cord Blood Program is Canada's largest and most experienced cord blood program in Canada. As a market leader, Inception Lifebank is committed to providing clear and balanced educational information to help Canadian families make an informed decision regarding cord blood banking options.

**The Position:** We're looking for highly motivated **Business Development Associate**. The Business Development Associate will be responsible for implementing sales strategies to support the cord blood & tissue bank at Inception Biosciences with the primary goal of growing Inception's industry leading market position. This position is a full-time permanent role.

### **Key Accountabilities**

Under general direction, the position is responsible for:

- Building relationships with key stakeholders: physicians, obstetricians, midwives, prenatal nurses and educators;
- Supporting and organizing trade shows and parent education seminars;
- Responding to questions from prospective parents concerning the benefits of banking their newborn's umbilical cord blood and providing enrolment information to potential clients;
- As a back up to the team, process registration packages, prepare collection kits for clients, ensuring that clients have all the necessary information for cord blood & tissue collection;
- Establishing credibility and reputation in the Canadian market through knowledge of the business and long-term relationship building.
- Report on performance of their respective territories, advice on strategies to encourage growth.

### **Requirements:**

- Minimum B.Sc. in a scientific or business discipline, or an appropriate combination of education and experience;
- 2-3 years in a life science/biotechnology environment;
- 3-5 years in a sales capacity in Pharmaceutical, healthcare or other related industry;
- Experience in a start-up or early stage company that includes a wide range of administrative tasks;
- Project management/coordination role in a life science or related organization;
- Knowledge of bioscience regulatory environment (e.g. cGMP) an asset;
- Standard Microsoft Office applications (Word, Excel, Powerpoint, Outlook);
- Organizational skills and attention to detail;
- Excellent interpersonal skills and communication skills (verbal and written);
- Ability to "think on your feet" and respond to unforeseen demands or changing circumstances;
- Ability to juggle competing priorities.

Qualified candidates should forward their resume to: [hr@inception.com](mailto:hr@inception.com). Inception Lifebank is an inclusive employer and we encourage applications from all qualified candidates and will accommodate applicants' needs under the human rights codes throughout all stages of the recruitment and selection process. Information received relating to accommodation will be addressed confidentially. We appreciate and review all applications, however, only those qualified for an interview will be contacted.

For more information, visit: [www.inception.com](http://www.inception.com)