

## **Business Development Coordinator**

**Pointe-Claire, QC or Vancouver, BC**

### **About FPInnovations**

FPInnovations is among the world's largest private, non-profit research centers working in forest research. The organisation helps the Canadian forest industry to develop path breaking solutions based on the unique attributes of Canada's forest resources, favouring a sustainable development approach and taking full advantage of the industry's considerable scientific, technological and commercial capital.

### **Description**

Under the supervision of the Manager, Business Development and as a key member of a multidisciplinary team, the selected candidate will be mainly responsible for leading the development and deployment of service platforms to increase FPInnovations' impact on the industry and grow the revenue. This includes:

### **Responsibilities**

- Engage with FPInnovations research groups to understand their industrial sector, field of expertise, current offering and business goals;
- Assess business opportunities in close collaboration with the Business Intelligence group to review current market dynamics and future trends, qualitative and quantitative market research;
- Elicit business requirements from external clients by conducting business needs assessments, problem definition and data collection;
- Develop business cases and provide actionable recommendations for potential service platforms: business options, cost benefits, risks, and support requirements;
- Understand and translate business requirements and needs into actionable business plans with a value proposition, marketing plan, growth plan, financial projections, resourcing plan and KPIs;
- Liaise with various internal groups, including delivery teams, communications, legal, finance and intellectual property to coordinate and execute on endorsed business plans;
- Support the delivery teams to build, train and hire resources;

- Monitor the execution of business plans and make required adjustments to ensure goals are achieved;
- Identify and work with key partners/3<sup>rd</sup> party contractors to help with sales & marketing activities to meet the sales objectives of the service platforms;
- Maintain constructive working relationships with various stakeholders and regularly communicate pertinent information to them;
- Help solve problems in a spirit of continuous improvement.

### **Qualifications**

- 5 to 10 years experience in either marketing, consulting, or engineering services;
- University degree in business administration, engineering, or related field, or an equivalent combination of education and experience;
- Proactive, motivated self-starter with strong teamwork skills;
- Results-oriented and known for one's enthusiasm and entrepreneurial spirit;
- Proven ability to listen and discern the needs of internal and external customers, and work productively with a wide range of people from scientists to senior management;
- Proven ability to develop and execute new business opportunities;
- Strong time management skills, priorities management and ability to multi-task;
- Computer literacy using the Internet and MS Office;
- Excellent written and oral French and English skills;
- Available for occasional travel within Canada;
- Forest industry knowledge considered an asset.

**Please submit your resume to:**

[Recruitment\\_recrutement@fpinnovations.ca](mailto:Recruitment_recrutement@fpinnovations.ca)

**IMPORTANT: please indicate Reference no. 590 in the subject line.**