



vineland
RESEARCH & INNOVATION CENTRE



Chief Business Development Officer

As a world-class centre for horticulture science and innovation, Vineland Research and Innovation Centre investigates and identifies leading edge technologies and innovations of value to the horticulture industry. Vineland continues to plan for the future with a high-level focus on strategy, expansion, and investment, and in order to meet its objectives, the Centre is seeking an innovative leader to become their Chief Business Development Officer.

Situated in one of Canada's most unique geographic regions, Vineland Research and Innovation Centre has a global reach with a local touch. In turn, the Centre offers a welcoming and rewarding work environment where employees are passionate about their work in an organization that strives to create high-impact value.

Reporting to the Chief Executive Officer, the Chief Business Development Officer will provide dynamic and visionary leadership in alignment with the organization's Vision, Mission, and Core Values. Operating within a vastly progressive and inspired culture, this position will work with their team to tailor research and business agreements fitting for government and industry partnerships. Your proven ability to be highly effective in a fast-paced, multi-faceted environment, will align well with the organization's strategic direction.

Working in conjunction with the team at Vineland Research and Innovation Centre, the Chief Business Development Officer will be accountable for designing and implementing processes to support business growth and facilitating commercialization through customer and market definition. By way of adept strategic thinking and an earnest appreciation for scientific research, this senior leader will be exceptional at building and maintaining high-level contacts with current and prospective stakeholders, and other business and project partners; analyzing and evaluating market trends to anticipate future viability and sustainability of the organization; and leading, motivating, and developing an effective business development team to identify and implement new scientific breakthroughs.

As the successful candidate, you will be a driven, collaborative leader who has demonstrated success in bringing technology to market by formulating business development plans and strategies to create high-impact value. Your knowledge and ability to navigate within the intellectual property environment will be a great asset. Your background will include a post-graduate degree, or equivalent, coupled with hands-on experience leading a team to complete projects with quality and efficacy. Additionally, you will be a high-energy, innovative, and results-oriented individual who will drive and advance business development. Your business acumen and interpersonal skills with a proven ability to build strong relationships locally, nationally, and internationally will position you for success. You will also have the



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ability to merge science/engineering with business, and leverage your well-developed network to advance relationships with Government and/or Industry partners.

Working in partnership with Vineland Research and Innovation Centre, Prime Management Group Inc. will be accepting all resumes and cover letters, in confidence from interested candidates. To express your interest in this opportunity, please submit your information to Colleen Young, colleeny@pmg.on.ca.

Requests for additional information on the role, and/or confidential suggestions or nominations may also be submitted to the above noted email address.