

## The Alberta Centre for Advanced MNT (Microsystems and Nanotechnology) Products (ACAMP)

ACAMP is the result of a collaborative effort between industry, government and academia, providing a path to commercialization for established firms and SME's small to medium start-up companies in the microsystems and nanotechnology (MNT) sector. ACAMP has been established as a not-for-profit company that provides support in three critical areas of commercialization:

- Marketing & Business Development
- Product Development
- Packaging and Assembly

### Business Development Position

The **Business Development Manager Position** is responsible for interfacing with ACAMP clients and product development activities.

#### *Requirements:*

- Bachelor's degree in Electrical Engineering, Mechanical Engineering, Physics or similar field, advanced degree preferred. MBA useful, but not required.
- 15+ year's industrial experience in taking products to market (non-software products).
- Thorough understanding of all business aspects from product development, customer interface, marketing, sales, manufacturing and finance.
- Successful serial entrepreneurs are a plus
- Worked at a large industrial technology corporations for at least 5+ years of career.
- Successfully built a business in a large corporation or start-up to at least \$10M sales.
- Ability to interface with various groups (R&D, Manufacturing, Management, etc.).
- High energy and motivation level.
- Customer focused with the ability to work independently and in a team.
- Strong communication and interpersonal skills.
- Locations in both Edmonton and Calgary, Alberta

#### *Responsibilities:*

- Interface directly with customers and provide business expertise to customers and staff.
- Prospecting for clients and engage to help.
- Facilitate meetings with ACAMP product development staff.
- Manage project plans produced by ACAMP engineers
- Price the client's projects, equipment usage, labour and expense
- Quotations including milestones while monitor activities.
- Mentor the client on developing their business case and market research
- Engage market researchers for client presentations
- Help the client through any presentations, if required
- Help the client on funding proposals as required

Please forward resumes to [resume@acamp.ca](mailto:resume@acamp.ca)