

# Business Development Manager



MYANT

Phone :  
Web :

**Job Summary**

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Vacancy :  
Deadline : Sep 14, 2024  
Published : Aug 14, 2024  
Employment Status : Full Time  
Experience : Any  
Salary :  
Gender : Any  
Career Level : Any  
Qualification :

## Job Description

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MyantX is building the future, Society 5.0. We are scientists, engineers, and entrepreneurs dedicated to advancing innovation. We are at the forefront of advanced materials research, driving novel process developments from lab through scale-up. Our projects and expertise span healthcare, distributed electronics, smart textiles, cleantech, and advanced manufacturing. Our interdisciplinary approach guides us through every stage of innovation, enabling us to deliver cutting-edge solutions for material-based systems.

At MRCC, we are at the forefront of advancing material technology to enhance the quality of life and ensure a sustainable future for humans, nature, and animals. Our strategic approach is built on five primary growth platforms:

1. Self-branded Products: Launching innovative products that address critical mega trends such as sustainability, health and wellness, AI, 6G, renewable energy, and energy storage.
2. Equity Partnerships: Collaborating with promising startups to jointly develop advanced material technologies.
3. Large OEM Partnerships: Partnering with established brands to rapidly bring groundbreaking technologies to market.
4. Contract R&D: Providing research and development services to deep tech and advanced material companies.
5. Internal R&D: Supporting Myant's textile computing technology to empower individuals in managing their health with advanced biometric modeling and AI-generated healing protocols.

We collaborate with a diverse range of entities, including startups, large chemical companies, government agencies, venture capital and private equity firms, direct consumer companies, and universities. Our dynamic and innovative environment offers unparalleled opportunities for growth, development, and making significant contributions to a sustainable future.

### Job Summary

We are seeking a highly motivated and experienced Business Development Manager with a background in chemical engineering. The ideal candidate will possess a strong engineering foundation and a keen interest in customer relationship management, innovation, and sales processes. This role will involve developing marketing skills, building new business platforms, and conducting marketing analysis to drive business growth.

### Key Responsibilities

1. Market Research and Analysis Conduct comprehensive market research to identify new business opportunities.
  - Analyze market trends, competitor activities, and customer needs.
  - Develop strategic plans based on market analysis.
2. Customer Relationship Management
  - Build and maintain strong relationships with key clients and stakeholders, including industry players, startups, academia, and government.
  - Act as the primary point of contact for customer inquiries and concerns.
  - Develop tailored solutions to meet customer needs.
3. Sales and Business Development
  - Identify and pursue new sales leads, converting them into opportunities and ultimately into customers.
  - Develop and execute sales strategies to achieve business targets.
  - Provide input for developing customer profiles and personas, focusing on value propositions, buying behaviors, and obstacles to success.
  - Negotiate contracts and close deals with potential clients.
4. Innovation and Product Development
  - Collaborate with R&D and engineering teams to develop new products and services across various market segments.
  - Drive innovation by identifying and implementing new business models and platforms.
  - Oversee product launch and market entry strategies for both self-branded products and joint ventures with startups.
5. Marketing and Branding
  - Develop and implement marketing campaigns to promote products and services, including digital and conventional marketing.
  - Conduct marketing analysis to measure campaign effectiveness.
  - Enhance the company's brand presence in the market.
6. Project Management
  - Manage business development projects from inception to completion.
  - Coordinate cross-functional teams to ensure project success.
  - Monitor project progress and adjust strategies as needed.
7. Reporting and Documentation
  - Prepare regular reports on business development activities, outcomes, and progress toward key KPIs.
  - Maintain detailed records of client interactions and sales activities using our CRM system (Salesforce).
  - Provide insights and recommendations to senior management.
8. Networking and Industry Engagement
  - Attend industry events, trade shows, and conferences to represent the company.
  - Network with industry professionals to generate leads and build partnerships.
  - Stay updated with industry trends and developments.

### Qualifications:

- Bachelor's degree in Chemical Engineering or a related field, MBA or equivalent business qualification is a plus but not required.
- Minimum of 3+ years of experience in an engineering role.
- Some experience in business development, sales, or marketing with a strong desire to grow skills in this area.
- Strong analytical and problem-solving abilities.
- Excellent communication and interpersonal skills.
- Proficiency in CRM software and sales tools.
- Ability to work independently and as part of a team.
- Strategic thinking and planning capabilities.
- Strong desire to learn and continuously grow capabilities.
- Results-driven with a strong focus on achieving targets.
- Customer-focused with a commitment to delivering high-quality service.
- Innovative mindset with a passion for continuous improvement.

### What we offer at Myant:

- Employee stock options
- Paid Sick Days and Floating Days
- Group Health Insurance Plan
- RRSP matching Plan
- Corporate Events
- Exposure working in one of the most innovative and forward-thinking tech company.

Myant is a diversified, equal opportunity employer. People with a disability or a special accommodation request may send an email to [hr@myant.ca](mailto:hr@myant.ca).

**Education & Experience**

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**Must Have**

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**Educational Requirements**

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**Compensation & Other Benefits**

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