

## Job Opportunity

**Job Title:** Innovation & Market Intelligence Consultant– Bioscience; Health Tech; Deep Tech  
**Job ID:** #C25004  
**Job Type:** Contract (full-time, 6 months with renewable term)  
**Work Location:** Hybrid of virtual and in-office work

**Office Sites:** 2020 Winston Park Dr, suite 200, Oakville, Ontario, L6H 6X7  
175 Longwood Rd. S, at Innovation Factory, Hamilton, Ontario L8P 0A1

### COMPANY OVERVIEW:

Optimal Innovation Group Inc. (OIG) is a Canadian innovation consulting firm that develops technology innovation and commercialization strategies for technology companies, multinationals and non-profit organizations to support their venture creation, growth, scale up and business diversification. Simply put, we help technology companies **Go-To-Market**, **Grow-The-Market**, and **Innovate-The-Next Market**. Learn more about OIG and clients we've supported at: <https://www.optimalinnovationgroup.com/>

### JOB SUMMARY:

We are recruiting a new team member for the intellectually exciting role of **Innovation and Market Intelligence Consultant – Bioscience; Health Tech; Deep Tech**. Our ideal candidate is a smart, versatile and engaging person who has a track record of success in science and technology innovation and is comfortable to discuss and share their knowledge about science and technology market opportunities with small and mid-sized business entrepreneurs. The candidate we will hire must have earned a post-graduate degree that is preferably MBA or PhD, in addition to having completed a Bachelor or Masters degree of previous research and training in Science or Engineering (preferably in Bioscience, Biomedical, Chemical or Nanotechnology Engineering), in addition to previous training in Business and Commercialization with either MBA or similar credential. We are only interested in candidates who have completed at least 3 years of prior industrial work experience in a relevant area of Science, Engineering, Business Administration or Market Intelligence.

The role of Innovation Consultant is demanding and requires a person who is versatile in knowledge and experience (ie., well-read in many fields), is a fast-learner with good time management skills, is highly adaptable, adept at handling multiple client projects at one time, can show that they have solid skills in scientific and/or business information research and analysis, has strong critical thinking skills, and has good business acumen. The **Innovation and Market Intelligence Consultant** will be directed by a Principal Consultant to deliver their highest quality work in a timely manner, which will include delivering presentations to clients directly. We are seeking a responsible, mature and engaging person who will **demonstrate professionalism and accountability**, and is entrusted to deliver high-quality work product that aligns with both OIG's industry-leading reputation and the client's expectations. The continuous learning of the projects, along with the challenge of juggling many diverse topics, is something you thrive on.

### JOB RESPONSIBILITIES:

- Conducting in-depth research of scientific literature and patents, market intelligence analysis, business intelligence information, competitive technology analysis, business models and pricing, investment deals, and technology licensing partnerships.

- Support OIG's Senior/Principal Consultant with reviewing and analyzing market research; and synthesizing the key insights into high-quality consulting reports and presentations for clients, business plans, project plans, commercialization roadmaps, Gantt charts, industry contact databases and other documents as required.
- Regularly review the industry newsfeeds, literature, latest patents and white papers that are relevant bioscience & biotechnology sectors.
- Attend workshops, webinars, conference events in the bioscience, health technology innovation ecosystem within Canada (mainly).

#### **REQUIRED JOB EXPERIENCE & QUALIFICATIONS:**

- Completed a post-graduate degree (Masters or PhD) in Science or Engineering with a specialization in Bioscience, Biomedical, Nanotechnology, Materials or Chemical Engineering; or a Masters of Business Administration (MBA) or Masters of Business Entrepreneurship, and Technology Commercialization program.
- Minimum 3 years of work experience in industry, market research consulting, business intelligence, or development of GTM commercialization strategies, in a supporting role to a Principal Consultant.
- Excellent skills in project planning, strategic thinking, conducting detailed information research and critical analysis; you are comfortable and adept at crafting and delivering presentations to clients and can provide examples of your work in an interview.
- Proven knowledge and hands-on work experience at least two of the following competencies: business intelligence research, primary customer research, market research analysis, technology assessments, patentability analysis, creating business plans, go-to-market strategies, conducting investment due diligence.
- Solid understanding of how to assess market size, market dynamics, growth rates, SWOT, PESTEL, value chain analysis, developing value propositions, competitive analysis, business models, ROI forecasts, etc.
- You have high integrity, embrace ethics and responsibility in your work, and demonstrate a trustworthy behaviour to other team members.
- Comfortable and willing to work well independently (and remotely) without requiring daily direction for planning your work tasks; can work collaboratively with OIG team members by sharing knowledge responsibly and respectfully with team members.
- Versatile and adaptable person who can learn quickly and step-up to take initiative when and where it is appropriate.
- Fluent in English language conversation and your written work. Highly proficient in Microsoft Office 365 software (Excel, Word, PowerPoint, Outlook), and other business analysis tools.

#### **WORK CONDITIONS:**

- Full-time or part-time hours during the contracted period.
- Remote desk work means long hours of study for which you must manage break time; expected to meet at least 1 day per week for in-person team meeting at the OIG offices (alternative location in Oakville or Hamilton). Able to travel by car or public transit.
- Professional development opportunities such as learning workshops, short courses and attending professional conferences are offered to high-performing candidates.
- Health Spending Account benefit is offered to candidates that have completed a 6-month full-time work contract with good performance.

If you're ready to make an impact through innovation and drive success for our clients, we invite you to apply today at Optimal Innovation Group Inc. You can also submit your resume to [hello@optimalinnovationgroup.com](mailto:hello@optimalinnovationgroup.com).

*Please note:* This job is only available to Canadian citizens or Permanent Residents of Canada. We thank all applicants who express an interest in the job opportunity, but only those applicants who meet our requirements will be invited for an interview. OIG's hiring practices are aligned with Canada's human rights laws and Ontario labour laws, and we ensure that every person is treated equally and fairly for employment, regardless of race, color, creed/religion, gender, sexual orientation, marital status, age, mental or physical disability.