

## Job Opportunity

**Job Title:** Innovation Consultant – Biomedical Science & Health Technology  
**Job Type:** Full-time, Contract position  
**Location:** Hybrid work arrangement  
Office location: ACE CoWorking  
132 Trafalgar Rd.  
Oakville, ON, L6J 3G5

### COMPANY OVERVIEW:

Optimal Innovation Group Inc. (OIG) is a boutique Canadian consulting firm that delivers technology innovation and commercialization strategies to help technology startups, SMEs and global corporations get the full support and expert advising they need to be successful as they grow and diversify their businesses - all without having to substantially invest in adding new staff resources and tools. Simply put, we help technology companies **Go-To-Market**, **Grow-The-Market**, and **Innovate-The-Next Market**.

Established in 2012, OIG offers a wide range of commercialization services to support new product innovation, market assessment, customer development and go-to-market strategies for our clients. In addition, we also provide executive advisory services for our clients (such as Entrepreneur-in-Residence or interim senior management) to support the formation and growth of early-stage companies. Learn more about OIG at: <https://www.optimalinnovationgroup.com/>

### JOB SUMMARY:

The **Innovation Consultant - Biomedical Science & Health Technology** is a dynamic role that requires a person with an advanced science or engineering degree who has strong knowledge in one or more areas of biomedical science, health technology, medical devices and especially digital health. The ideal candidate will have a minimum of 2 years of previous industrial work experience that included at least two of the following work competencies: business development, corporate partnerships, customer research, market intelligence, market access, product development, and technology due diligence for investment, technology transfer and some experience with IP/patents, licensing, business models, go-to-market strategy and product-market positioning.

This role requires a person who is highly adaptable, can handle multiple client projects at one time, is strong in science or technology assessment, has good critical thinking and problem-solving skills, and feels confident about their business/financial acumen. Early-career consultants who work at Optimal Innovation Group will be guided by Senior and Principal Consultants and develop their knowledge significantly in each of these areas; they will be expected to deliver their highest quality work. We are seeking a responsible, thoughtful and engaging person who will demonstrate integrity and professionalism in their work, and strives to exceed the expectations for OIG's clients, while supporting other client projects at one time. This is a role in which you will be exposed to a great deal of new information; the continuous learning opportunities, the diversity of projects, and the challenge of juggling so many interesting projects is something you seek and will thrive on.

## **RESPONSIBILITIES:**

The Innovation Consultant job has two core functions: 1) to research, develop and delivering the client strategic projects; and 2) to source and develop new clients and project opportunities, in the sectors of Biomedical Science, Biotechnology, Health Technology and Digital Health Solutions, Medical Devices, Life Sciences/Pharma Drug Delivery, and/or Artificial Intelligence/Machine Learning.

Specific responsibilities may include:

- Sourcing and researching market information, business intelligence, competitive technology benchmarking, patent & trademark searching, business model and pricing information, and sourcing financing opportunities (grants and investment funding).
- Support OIG team with preparation and write-up of grant applications, business plans, project Statement of Work and project plans, Gantt charts, and other consulting service documents as required.
- Collaborate with OIG team for developing projects, research and analysis, report-writing, presenting and delivery of project work to clients.
- Develop and coordinate a portfolio of client prospects in our CRM, conduct business development outreach and networking, developing client opportunities and converting them to closed client projects; assist CEO with proposal preparation, contracting, and project kickoff (when needed).
- Regularly review the latest industry news, literature and white papers that are relevant to your projects.
- Participate in workshops, webinars, conference events that are relevant to the projects in your portfolio; partake in business networking where possible, and document your key learnings from these events to share with OIG team and with clients, as appropriate.

## **SKILLS & QUALIFICATIONS:**

- Minimum 1 year of experience in science & technology innovation or commercial development, either in a leading role or supporting role, in a non-academic organization.
- Post-graduate university degree (Masters or PhD) in the field of Science or Engineering and Business, specializing in BioMedical Science, Bioscience/Biotechnology, Medical Devices or Digital Health Technology.
- Industry experience in at least one area of business: market development, project management, Patents/IP analysis, product-market assessments, business intelligence, pricing and business models, commercialization and go-to-market plans.
- Excellent skills in project planning and coordination, information research and critical analysis, strategic thinking, confident communications and presentations.
- Good knowledge about startup ventures, entrepreneurship, developing value propositions, and commercialization.
- High integrity, responsible work ethic, displaying a trusting personality and behaviour.
- Works well independently (remotely) for day-to-day tasks; and can work collaboratively with OIG team members in a hybrid work arrangement, sharing responsibilities and occasionally co-lead a client project.

- Versatile skills, adaptable to the changes demanded by the business, willingness to learn quickly and take initiative where appropriate.
- Fluent in English language (written and oral); highly proficient in Microsoft Office 365 software (Excel, Word, PowerPoint, Outlook).

**WORK CONDITIONS:**

- Minimum 6 month contract, pending excellent performance and growth in their professional work output, there is the opportunity to renew as a full-time team staff member.
- Hybrid (virtual/remote) office work, with office location in beautiful downtown Oakville (at ACE Coworking), just a 5 minute walk to Lake Ontario waterfront, cafes, restaurants and shops (truly a lovely location to work!).
- Able to travel independently (drive or public transit) for client meetings or work in team office.

This job opportunity is available to Canadian citizens, permanent residents and newcomers who have an Open Work permit. We prefer that candidates are selected from the Southern Ontario regions in and around the Greater Toronto Area. If this job opportunity interests you, and you possess the skills and qualifications to be successful in this role, then please forward your resume to [hello@optimalinnovationgroup.com](mailto:hello@optimalinnovationgroup.com). 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 offers valuable business training, continuous learning and mentoring in technology innovation and commercialization consulting. 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.