

CyberNB | CIPnet invites applications for the position of:

Technical Business Development Representative

Job Type: Full time, internship, 35 hours/week for 8 weeks (with possible renewal)

Salary range: \$20 per hour

Application deadline: Friday, November 26th, 2021

*Funding for this position is provided by Canada Summer Jobs, an initiative of the Youth Employment and Skills Strategy, which aims to provide flexible and holistic services to help all young Canadians develop the skills and gain paid work experience to successfully transition into the labour market. To be eligible, the candidate must be under the age of 30 at the start of employment, be a Canadian citizen, permanent resident or who is under the Immigration and Refugee Protection Act for the duration of the employment.

Canada's preeminent cybersecurity organization – a collaborative, steadfast and objective non-profit – is looking for that individual with a passion for details and interest in project management. As we grow as an organization, CyberNB is expanding its project portfolio significantly and is working with an extensive network of partners and collaborators in business, government, and academia.

Reporting to the Director of the Trust and Compliance, the Technical Business Development Representative will provide front sales support for CyberNB program offerings.

As a Technical Business Development Representative, you will be responsible for:

- Research, analyze and assess opportunities for business growth for individual clients.
- Proactively provide timely and responsive expert business development advice and innovative solutions to a portfolio of business clients in a designated region.
- Connect and refer clients to internal subject matter experts, governmental partners and other stakeholders to meet client business development needs, export, expansion, recruiting, acquisition, consolidation, start-up.
- Proactively identify business opportunities and provide business and financial analysis to assess project viability.
- Develop and nurture strong relationships with internal and external subject matter experts and governmental organizations and other partners.
- Prepare internal reports, briefings and other updates as required, including effectively using CRM to support reporting and collaboration on opportunities and accounts.
- Additional duties as required.

Requirements:

- Written and spoken competence in English
- You have proven experience (minimum of 4 years) in a technical business development role.
- You have a post-secondary degree, preferably in Business Administration.
- **An equivalent combination of education, training, and experience may be considered. **
- You thrive on building internal and external relationships, and you have a large network of business contacts.
- You pride yourself on your attention to detail, organization skills and ability to prioritize deliverables.

- You have well-developed influencing, negotiating and relationship management skills.
- You are adept at account management and support entrepreneurs and business leaders in providing some or all of the following expertise: Start up, expansion, acquisition, consolidations, development advice, and succession.
- You have well-developed writing skills to prepare material where interpretation, analysis, assessment and/or creativity requiring the knowledgeable use of terminology and precise articulation of ideas or opinions is necessary to effectively communicate.
- You are effective at prioritizing, monitoring and managing multiple client accounts at one time.
- You have extensive knowledge of the region, job market, and government organizations.
- You are an effective communicator, adept at presenting detailed factual and conceptual information on issues that require explanation and interpretation.
- You thrive when working on multiple projects and are recognized for delivering outstanding work within tight deadlines.
- You are recognized for your ability to work autonomously and achieve results with minimal supervision.
- You are at your best when you are challenged and thrive on getting results.
- You recognize and consistently meet the unique needs of your clients – and your clients agree!
- You enjoy collaborating with a dynamic team and are continuously seeking ways to add value.
- You work hard and are fun to have around.

Nice to have but not required:

- Written and spoken competence in French
- Knowledge in cybersecurity certification frameworks, such as CyberSecure Canada, and CMMC.
- Experience and knowledge in cybersecurity best practices.

We offer:

- Flexible work environment

To apply:

Send us a cover letter telling us how you meet the expectations of this role and what makes you stand out from the rest, as well as a resume/CV to info@cybernb.ca.