

Innovation Business Developer

Summary

Colab4Food is a growing collaborative laboratory working on a collaborative and open innovation framework to boost knowledge and technology transfer in the agrifood sector. We are embarking on a journey that merges cutting-edge applied research and value-2-market solutions to create added-value food products, processes and solutions to delight consumers while considering food safety and sustainability.

Colab4Food is looking for an **Innovation Business Developer** to define growth opportunities and diversify our portfolio of customers in relevant markets. This position is located at Colab4Food Headquarters in Vila do Conde, Porto, Portugal.

Ref: **Colab4Food/PO-MI/23**

Who?

Colab4Food is looking for a motivated self-driven Innovation Business Developer to push the organization to the next level by shaping its applied research market strategy and developing new and existing business relationships:

- Master's degree in Business or Engineering - expertise in the Food & Beverage sector is highly valued.
- 3+ years of experience in business development, bid management & sales or technology transfer – expertise in international markets is highly valuable.
- Commercially mind-set with a proven track record in sales within the customers.
- Customer focused with a demonstrated ability to build strong customer relationships and deliver customer centric solutions.
- Ability to establish Industry-Academia relationships as well as with mid-management to C-Level.
- Ability to deal with multiple proposals/briefs of different size & scope in a changing environment.
- Excellent communication skills which convey a clear understanding of the unique needs of different audiences.
- Sense of urgency, with ability to drive decisions and work under critical deadlines.
- Leadership, problem solving, and decision-making abilities.
- Ability to quickly develop rapport, understand partner needs and deliver exceptional pitches.
- Fluency in English is mandatory, French or Spanish are a plus.

What?

As an Innovation Business Developer at Colab4Food you will work collaboratively within a cross-functional team of innovators, supporting research and commercial initiatives that will bring cutting edge food & beverage solutions to our Associates and the market. As a member of the team you will be the first point of contact with potential partners, customers and responsible for developing sales in relevant markets and geographies.

How you can expect to fill your days:

- Defining a business model and roadmap for our services and value-2-market division.
- Identifying new business and growth opportunities for our portfolio of services.
- Contacting organizations and individuals to find new business opportunities.
- Identifying emerging markets and market shifts while being fully aware of new products and competitors solutions.

- Training and mentoring our tech account managers.
- Creating and nourish a robust competitive funding pipeline to boost participating in National and European funded programmes.
- Identifying customers' needs, translating them into cohesive, creative service proposals;
- Nurturing excellent relationships with stakeholders, prospects and customers.
- Validating market and technology information through primary research and contacts.
- Developing excellent relationships with all of our associates and partners to find new leads.
- Communicating with account managers and c-level about market insights and customers feedback.
- Attending conferences, meetings, and industry events.

We offer:

In return to your experience and commitment we offer:

- Competitive remuneration including lunch allowance (reference: TRU indexes 15-30)
- Flexible working days/hours
- Laptop/Tablet + mobile phone
- Opportunity to join a dynamic entity with a great team culture

How To Apply

Applications should be sent to recursos.humanos@colab4food.com, indicating the reference of the position ("**Colab4Food/PO-MI/23**") including:

- i) Curriculum Vitae
- ii) Motivation Letter
- iii) Qualifications Certificates (copy)
- iv) Introduction video (máx. 1 min, in English)
- v) Other documentation that you may think are relevant.

Application deadline: February 3rd 2023.

Information: Candidates who incorrectly formalize their application or who do not prove the requirements required in this call will be excluded. In case of doubt, the jury has the rights to require candidates to present supporting documents.

Colab4Food has a team of highly knowledgeable and motivated individuals that combine science and creativity to achieve remarkable things every day. We face technology challenges together, with academic insights and business mindsets, to deliver world-class solutions that feed and delight consumers.

We are an equal opportunity employer and all employment is decided on the basis of qualifications, merit and business need.

Applicable Legislation: Portuguese Labor Code, approved by Law nr 7/2009, from February 12th in its current version.

For more information: Please visit www.colab4food.com