



## Business Development Manager

Location: 204A St. George Street, Toronto, ON  
Type: Full-time  
Start-date: Immediately  
Education: Bachelor's Degree (MBA a bonus)  
Experience: 2+ Years in relevant experience (i.e. medical device sales, startup growth)

### About Able Innovations

Able Innovations focuses on accessible design. We look to take the exciting technological advances of today to build innovative assistive mobility technologies to improve quality of life and healthcare outcomes across the care continuum. Today, we are focusing on developing and commercializing products that will aid front-line staff in clinical settings. Our automated technology will virtually eliminate any physical effort required in patient transfer activities, resulting in single caregiver, contactless transfers. Apply to become a part of our dynamic team with limitless opportunities for personal and professional growth.

### About the position

At Able Innovations Inc. our goal is to innovate and create revolutionary technology with the purpose of providing greater independence and mobility for people with disabilities. We are rapidly growing and looking for new team members who are **driven, passionate and hard working**. The Business Development Manager will be a key member of our organization and will undertake essential activities to expand the business, including but not limited to: marketing activities, seeking dilutive & non-dilutive funding, and customer development & management. This position will present the candidate immense potential to grow within the organization. The candidate must be passionate about their work with a "do whatever-it-takes attitude". **Individuals with past experience with start-ups in the Medical Device field would be highly preferred.** The successful candidate must meet the following criteria:

### Responsibilities:

- Reporting directly to the CEO, the Business Development Manager will act as a representative of Able Innovations to crucial stakeholders including potential customers and shareholders
- Touch base with technical team to ensure proper product/market fit
- Oversee and conduct market research (both primary and secondary)
- Conduct customer and stakeholder outreach
- Develop and manage sales, business and growth strategies and models

- Oversee/Assist with deployments and pilot studies

**Requirements:**

- Must have completed a 4 year university degree
- Excellent written and verbal communication skills
- Experience or knowledge of healthcare procurement, sales
- Experience with fundraising (both dilutive and non-dilutive)
- Experience with application writing
- Ability to generate and analyze financial documents
- Must have knowledge of or experience in Customer Relation Management
- Sales experience would be considered a bonus
- Able and willing to travel primarily within North America (post COVID)
- Ability to problem solve and negotiate
- An outgoing personality and a positive attitude
- Experience in basic business development activities
- A willingness and ability to learn new tasks as necessary
- A do whatever it takes attitude
- Self-Motivated with ability to work independently
- Diligent work ethic
- Excellent organizational skills
- Bonus
  - o Technical experience
  - o Medical Device and/or healthcare experience
  - o Past start-up experience

**Application Requirements:**

Please submit your standard **resume**, as well as a **cover-video**. We are using the cover-video in place of a standard cover-letter to assess your video-communication skills, which will be essential for this position during the COVID-19 Pandemic. The cover-video should be no longer than 90 seconds, and contain the standard elements of a cover letter. Please do not edit the video - just record on your webcam or phone and upload as an unlisted youtube video. Include the link to the video in your application email.

Email your resume and any additional relevant projects/portfolio work as a single PDF document with the naming format "BD20\_Firstname\_Lastname". Please email your applications to [ablecareers@ableinnovations.ca](mailto:ablecareers@ableinnovations.ca), and be sure to include the youtube link to your cover video.