



## A little bit about us

Virox® Technologies Inc. is a world leader in the development, manufacturing and marketing of antimicrobials. Dedicated to arming the entire spectrum of global markets with state-of-the-art, proprietary disinfectant technologies, Virox is seeking new ways to transform ourselves and our role in disinfection.

We are currently on the lookout for an Executive Director, Business Development that shares our passion for safety, sustainability, biosecurity, infection control, and education. If you're a self-starter that values teamwork, thinks outside the box, and wants to join the fight against pathogens like COVID-19, keep reading. This could be a great partnership for both of us.

## The Executive Director, Business Development

Reporting to the Executive Vice President, Commercial Markets, the Executive Director, Business Development is responsible for defining, implementing and managing the sales and business development strategy for each channel and market segment we serve on a global basis.

The Executive Director, Business Development is also responsible for leading and mentoring a Business Development team of 8 individuals, comprised of Business Development Directors, and individual contributors both in Canada and the U.S.

## A day in the life of an Executive Director, Business Development at Virox will include...

- Overseeing the development and implementation of the business development and sales strategy for our technologies in new and existing markets and regions.
- Overseeing the development and channel strategy implementation for each brand and existing market.
- Overseeing corporate partnership strategies and establishing and maintaining relationships with current distribution and private label partners.
- Developing and managing annual business development expenditure budget.
- Establishing the annual sales forecast by product, brand and channel of sale
- Leading, inspiring and motivating business development staff; monitoring departmental performance against goals and ensuring the right talent is in place to meet department objectives.
- Pitching in with projects and tasks, as they come up.

## Does this sound like you?

- You have a university degree or college diploma in business administration or other relevant program.
- You have at least 10 years of senior leadership experience leading and mentoring a sales and business development team.
- You are familiar with Office 365, SmartSheet project management software or similar applications.
- You're a solid negotiator and effective communicator that enjoys building and maintaining partnerships.
- You're a strategic thinker that is passionate about growing the business, employee development and cultivating talent.
- You keep moving ahead, no matter what happens.
- You thrive in a fast-paced environment and are able to manage multiple projects and deadlines simultaneously.

## What's in it for you?

- A chance to grow a sales/business development team that is committed to growing our market share while having fun.
- A chance to be a part of a team that is actively contributing in the fight against COVID-19 and other threats to biosecurity, through education and awareness.

- A chance to help the post COVID-19 world arm themselves with proper disinfection tools and know-how.

## Want to join the adventure?

If so, then tell us a little bit about yourself by forwarding your resume to: [jobs@virox.com](mailto:jobs@virox.com)

The deadline to apply for this role is **noon on February 11<sup>th</sup>, 2021.**

*We sincerely thank all applicants who express an interest in this role; however, only those candidates being directly considered will be contacted. **Candidates being directly considered for the role will be contacted during the week of February 22<sup>nd</sup>, 2021.***

*Virox Technologies Inc. is committed to providing accommodation for individuals with disabilities. Accommodation will be provided upon request in all parts of the hiring process as required in accordance with the Virox Technologies Inc. Accommodation Policy. Candidates requiring accommodation are asked to make their needs known in advance.*