



## Business Development Summer Student

FREDsense Technologies is hiring! We are a Calgary-based biotechnology company specializing in creating portable units for doing water chemistry analysis in the field. Combining genetic engineering and electrochemistry, FREDsense manufactures easy-to-use units that allow accurate detection of various contaminants in the field. With one commercial product and several more in development, we are currently looking for an enthusiastic, full-time co-op/summer student to join our team from May-August 2022.

### ABOUT THE POSITION

FREDsense is currently exploring new markets to develop sensors for and needs help researching which markets are most viable. The business development student will be tasked with researching different market segments, including which sensors are needed most, the size of the market affected by the issue, and developing reports. These will be centered around next generation products that are of high priority interest to the company. Additionally, the position will consist of lead generation, including calling potential clients. Some of the specific responsibilities of the job will include:

- Developing, managing, and editing lists of companies
- Segmenting, sorting, and managing a database for relevant company contacts
- Support with client conversations, documentation and reaching out to new potential qualified opportunities to support with data acquisition
- supporting with lead generation, cold calling, lead evaluation, contact management, and sales campaign exposure
- Developing a set of qualification requirements with the FREDsense team for the list
- Preparing presentations, emails, and other forms of communication to internal team members of key findings

We are looking for the following qualifications:

- Must be a current undergraduate student enrolled in any degree/diploma program.
- Must be a Canadian citizen, permanent resident or granted refugee status
- Must be a team player who demonstrates our core company values: Determination, Adaptability, Inclusivity, Accountability, Integrity and Openness, Impact and Innovation and Growth Mindset
- Must be a strong communicator and able to work with different business units at FREDsense

Come join the fast-paced excitement of a start-up company! For more information about the company please check out [www.fredsense.com](http://www.fredsense.com). To apply for the position, please send a resume/CV and cover letter to [careers@fredsense.com](mailto:careers@fredsense.com). Applicants without both will not be considered.