

# LUX BIO

**POSITION:** Business Development Associate (Intern/Co-op Student)

**LOCATION:** Vancouver (Hybrid)

**TYPE:** Full-Time Contract (40 hours per week for 16 weeks)

**START DATE:** January 2<sup>nd</sup>, 2024

**END DATE:** April 30<sup>th</sup>, 2024

## ABOUT LUX BIO

At LUX BIO (formerly Nyoka), we are creating light from the future. We engineer proteins to generate safe, sustainable, and stable light. Our mission is to replace all uses of chemiluminescence and expand the possibilities of light. The chemiluminescence industry generates over 250 million tonnes of carcinogenic waste every year, all housed in single-use plastic. We can replace all that with our non-toxic and biodegradable technology. We are developing applications ranging from commercial fishing, healthcare, aerospace, entertainment, and more.

LUX BIO was founded in 2021 and is a cleantech startup powered by biotech. We are located in Vancouver and have a team of 16 across Canada that is growing quickly. We have inbound interest, repeat customers, and paid pilots with organizations such as NASA, Stellantis, BBC, Stanford, Canadian Coast Guard, Jet Propulsion Laboratory, and more. Additionally, we are supported by the University of British Columbia, Creative Destruction Lab, Brickyard, IndieBio, and SOSV - one of the world's leading venture capital firms. For more information about LUX BIO, please visit our website: [www.lux-bio.com/careers](http://www.lux-bio.com/careers)

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***Please note as you read through this job description: if you do not meet 100% of the skills or experiences listed below but believe this role is the right fit, we would like to hear from you!***

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## ABOUT THE POSITION

As a Business Development Associate, you will be immersed in the strategic processes of scaling our product. This role is ideal for someone who is passionate about sustainability and is eager to gain hands-on experience in the business development sector of a rapidly growing technology startup. You will assist in market research, client engagement, and the development

of business strategies. This internship is a unique opportunity to contribute to and learn about the scaling process of a revolutionary product with significant environmental implications.

## **WHO YOU ARE**

As a Business Development Associate, you are enthusiastic about working in a startup environment and are eager to learn about various aspects of business development. You have strong analytical skills and are comfortable with both qualitative and quantitative analysis. Your excellent communication skills enable you to effectively convey ideas and collaborate with team members. You are proactive, resourceful, and able to take initiative on projects. This role will require you to assist in identifying new business opportunities, conducting market analysis, and supporting the team in developing and implementing growth strategies. Your contributions will be crucial in helping us understand market trends and customer needs as we expand our reach.

## **WHAT YOU BRING TO LUX BIO**

- Currently enrolled in a bachelor's degree program (at a Canadian university or college)
- Strong interest in sustainability
- Excellent research, analytical, and sales skills
- Proven ability to work under pressure and meet tight deadlines
- A proactive approach and the ability to work independently as well as part of a team
- Must be Canadian Citizen, Permanent Resident, or hold Canadian Refugee status for government funding eligibility

## **NICE TO HAVE**

- Currently pursuing a bachelor's degree in business, or a related field
- Previous internship experience in sales, business development, or a related field
- Previous experience in a startup or fast-growing company
- Knowledge or interest in sustainability
- Natural desire to learn, grow, and develop - personally & professionally
- Speak another language fluently (bonus for Mandarin, Arabic, Portuguese, Japanese, Hindi, Russian, French, and Spanish speakers)
- Ability to communicate in (science) memes is considered a major plus

## **WHAT YOU NEED TO BE SUCCESSFUL**

- Curiosity and a willingness to learn about new markets and business strategies
- Strong organizational skills to manage and prioritize tasks effectively
- Ability to analyze data and extract meaningful insights
- Adaptability to work in a fast-paced and changing environment

**LUX BIO**

- Proactive approach to identifying and solving problems
- Excellent verbal and written communication skills for engaging with team members and external contacts
- Extreme rigor, organization, and attention to detail
- Passion for sustainability, the environment, and fighting climate change
- Team player who thrives in a dynamic & ambiguous startup environment
- Entrepreneurial spirit & approach to accomplishing tasks with minimal resources
- Ability to prioritize, manage your time, and get things done
- Demonstrated empathy and respect for yourself and others
- Proactive with self-care and stress management
- Ability to take initiative and work autonomously

## **RESPONSIBILITIES**

- Assist in market research and analysis to identify potential business opportunities and understand industry trends
- Support the development and implementation of business strategies
- Help in creating and maintaining relationships with clients and partners
- Participate in the preparation of business presentations and reports
- Contribute to the organization of business development meetings and events
- Assist in the analysis of sales and marketing data to inform decision-making
- Engage in special projects and initiatives as required
- Provide administrative support to the business development team as needed
- Actively participate in team meetings and contribute fresh ideas to drive business growth
- Find qualified leads and identify best strategies for customer engagement
- Develop sales processes: develop processes for engagement, retention, and sales for inbound and outbound customers
- Develop a deep understanding of our products/services, their features, and benefits to effectively communicate with potential customers
- Identify and qualify leads generated through marketing efforts and inquiries from potential customers
- Engage with leads via phone calls, email, and chat to answer questions, provide information, and guide them through the sales process
- Maintain accurate and up-to-date records of customer interactions in company's CRM
- Collaborate with cross-functional teams, including marketing, to provide feedback and insights on lead quality and conversion rates
- Find qualified leads and identify best practices for engagement for completely new and innovative products
- Learn non-violent communication practices (training provided) and implement them within the LUX BIO team

## **COMPENSATION, BENEFITS, AND PERKS**

**LUX BIO**

- \$18-22 CAD/hour (40 hours per week for 16 weeks)
- Paid days off for birthdays (no one wants to work on their birthday)
- Hybrid position (flexibility to work from home when possible)
- Flexible workplace that believes in work-life balance
- Opportunities for growth, learning, and development
- Career advancement - ascend with us to new heights, roles, and responsibilities
- Quarterly town halls followed by team lunches, dinners, and/or outings
- LUX BIO swag & product samples (to do whatever you want with)
- Be a part of a mission-driven company that helps people, animals, and the planet
- Capitalize on the unique opportunity to build something futuristic from the ground up, make a lasting mark in your field, and change the world :)

## **DIVERSITY, EQUITY, AND INCLUSION**

LUX BIO's leadership team is diverse and is deeply committed to diversity, equity, and inclusion in all of its practices - especially when it comes to growing our team. Our culture promotes inclusion and embraces how rewarding it is to work with people from all walks of life.

We recruit LUX BIO team members based on who you are as an individual — regardless of race, ethnicity, sexual orientation, gender identity or expression, lifestyle, age, national origin, religion, and mental or physical ability. We are an equal opportunity employer - let us know if you are eligible by noting in your cover letter or email correspondence.

## **HOW TO APPLY**

Email Chip at [chip@lightbynyoka.com](mailto:chip@lightbynyoka.com) with your resume and cover letter!

***HESITANT TO APPLY?*** *Even if you do not meet 100% of the skills or experiences listed above but believe this role is the right fit, we would still like to hear from you! :)*

Thank you for your time, consideration, and interest!

- *Paige Whitehead, Co-Founder & CEO of LUX BIO*

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