



PFM
EXECUTIVE SEARCH

EXECUTIVE PROFILE

Vice President, Corporate Development
GENOME BC





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GENERAL

Genome BC is a not-for-profit organization that has advanced genomics research and innovation for 25 years, growing a world class life sciences sector in BC and delivering sustainable benefits for British Columbia, Canada and beyond. Genome BC has attracted over \$1.1 billion in direct co-investment to the province, which has contributed to funding more than 600 genomics research and innovation projects. These initiatives enhance healthcare and address environmental and natural resource challenges, improving the lives of British Columbians. Genome BC also integrates genomics into society by supporting responsible research and innovation and fostering an understanding and appreciation of the life sciences among educators, students and the public.

VISION

Genomics positively impacts life, every day.

MISSIONS

We catalyze life sciences to drive innovation, improve lives and delivery equitable and sustainable solutions for people, society and the planet.

VALUES

- **Integrity** and accountability are at the core of our decisions and interactions.
- **Curiosity** and creativity inspire us to imagine what is possible.
- **Boldness** and agility motivate our actions.
- **Excellence** through teamwork and collaboration.
- **Empathy** calls us to meet people where they are.

GENOME BC'S EQUITY, DIVERSITY AND INCLUSION COMMITMENT

Genome BC is committed to equity, diversity and inclusion in the work we do, and to take a stand against racism and all forms of discrimination, particularly in the areas of science and genomics. We recognize that this is a process that requires a sustainable approach. We will listen, learn and act, not just today, but over time, in order to live up to our commitment.

WHAT WE DO

As a recognized catalyst for government and industry, Genome BC invests in research, innovation, entrepreneurship and commercialization in life sciences to address challenges in key sectors such as health, forestry, fisheries and aquaculture, agrifood, energy, mining and environment. Our partners include:

Research Community: Our work with this community focuses on developing compelling proposals and securing funding for credible research that can benefit society.

Business and Industry: We help business see how genomics can be applied to overcome challenges for industry while facilitating access to funding and leading edge academic expertise.

Startup Companies: We help companies move from seed to Series A or other significant financing events.

Policy Makers: Through our ongoing advocacy and partnership with government, we help policymakers realize the potential of genomics as a key driver of BC's future wealth and well-being.

Public and Society: We create opportunities for the public to learn about the relevance and societal impact of genomics.

To learn more about Genome BC, please visit:

www.genomebc.ca.





GENERAL

Reporting to the President and CEO, Genome BC is seeking a strategic, relationship-driven leader to serve as Vice President, Corporate Development. They will lead a portfolio central to Genome BC's future: strengthening partnerships, advancing government relations and driving the diversification of sustainable funding that enables genomics research and innovation to thrive in British Columbia.

The Vice President works across the organization and with partners in government, industry, academia and the non-profit sector to identify opportunities, shape strategic initiatives and position Genome BC for long-term impact. This is a role for a collaborative executive who can translate complex scientific and technical concepts into compelling opportunities for decision makers and stakeholders.

SPECIFIC RESPONSIBILITIES

Strategic Leadership

- Contribute to organizational vision and strategy as a member of the Executive team.
- Build and steward partnerships that expand Genome BC's reach and impact.
- Lead cross functional initiatives that advance Genome BC's strategic priorities.
- Provide expertise to support change management and organizational evolution.

Corporate Development and Funding Diversification

- Identify and cultivate strategic partnerships with government, industry, academia and non profits.
- Lead efforts to diversify sustainable funding through new partnerships and collaborative opportunities.
- Develop and coordinate high priority strategic funding proposals.
- Monitor emerging federal and provincial funding opportunities and position Genome BC to respond.



Government and Stakeholder Relations

- Lead Genome BC's government relations strategy and annual GR plan.
- Coordinate corporate interactions with municipal, provincial and federal governments.
- Work with a government relations consultant to support engagement across sectors.
- Prepare and maintain government relations materials and reporting.
- Demonstrate the value of genomics through performance indicators and impact metrics.
- Analyze and interpret data to support funding decisions and illustrate societal impact.
- Develop and implement a performance measurement framework for impact assessment.

REPORTING RELATIONSHIPS

Reports to:

- President & Chief Executive Officer

Works closely with:

- Chief Financial Officer & Vice President, Entrepreneurship and Commercialization
- Chief Scientific Officer & Vice President, Sector Development
- Vice President, Communications & Societal Engagement

Direct Reports:

- Corporate Relations Manager (x2)





GENERAL

Given the multi-faceted nature of this position, the ideal candidate brings senior leadership experience ideally from a scientific or research-oriented environment where collaboration and innovation are core values. Suited for an executive who has operated within complex research-driven organizations, this role requires a natural ability to engage with diverse partners and interest holders, and translate technical concepts into practical, everyday applications.

The Vice President, Corporate Development will possess the strategic capability to work closely with Genome BC's key government partners and will be adept at navigating senior-level relationships across both the public and private sectors. Furthermore, the successful candidate will bring expertise in strategic planning, stakeholder engagement best practices, and communication strategies that build new opportunities and demonstrate the measurable impact of Genome BC's work.

CORE COMPETENCIES

Candidates must demonstrate strength in the following areas:

Stakeholder Relations: An expert in building trust and credibility with a diverse network across government, industry, academia, and the non-profit sector to foster long-term multi-party collaboration.

Government Relations: A sophisticated navigator of political and bureaucratic decision-making who can align Genome BC's priorities with provincial and federal funding strategies.

Business Development & Partnership Building: A results-oriented strategist with a proven ability to identify, cultivate, and secure new partnerships to drive the diversification of sustainable funding for the organization.

Leadership: A collaborative executive and mentor with a proven ability to lead and influence cross-functional teams, manage complex organizational initiatives, and contribute to the broader corporate vision.

Translational Impact & Operational Excellence: A skilled communicator capable of translating complex scientific research into practical applications and measurable outcomes that demonstrate societal value to decision-makers.

SPECIFIC REQUIREMENTS, SKILLS & ABILITIES

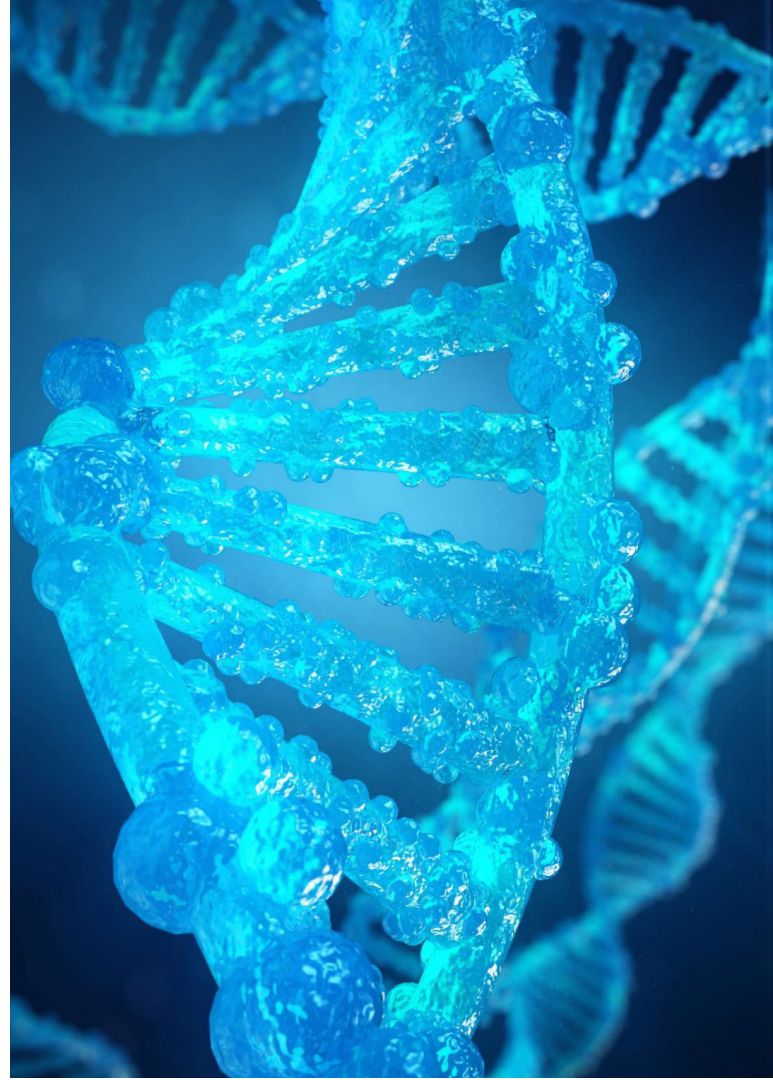
- Graduate or professional degree.
- Relevant experience in scientific or research oriented environments.
- Experience preparing strategic funding proposals and navigating government funding processes.
- Strong general management capabilities including strategic and operational planning, business development, human resources management and working with boards of directors.
- Strategic thinker with the ability to design, manage and deliver complex projects.

SPECIFIC REQUIREMENTS, SKILLS & ABILITIES (CONTINUED)

- Exceptional communication skills with the ability to synthesize complex information into clear, compelling messages.
- Ability to work independently in a dynamic environment and manage multiple priorities.
- Strong analytical skills including the ability to interpret data and develop performance measurement frameworks.

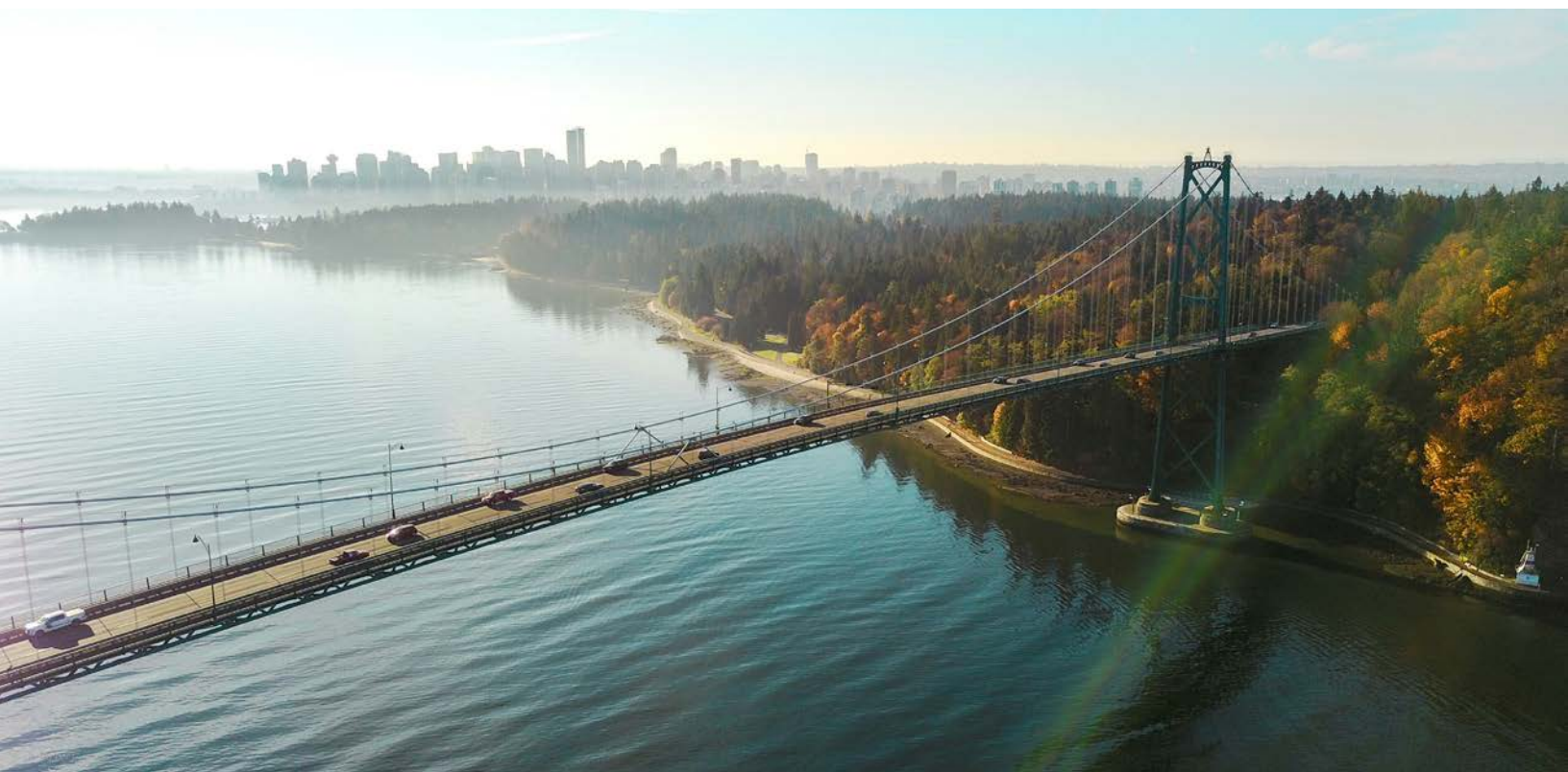
PERSONAL ATTRIBUTES

- Builds trusting relationships quickly and effectively.
- Strategic, solutions oriented and disciplined in execution.
- Open to constructive feedback and committed to continuous improvement.
- Collaborative team player who seeks cohesive, organization wide progress.
- Values and supports diversity.
- Results focused with strong professional presence and credibility.





The diverse region of **Metro Vancouver**, which encompasses a number of unique cities and communities, is situated on the traditional unceded territories of ten First Nations. The area has no shortage of restaurants, shopping, schools and universities, recreational activities and other local attractions, not to mention easy access to BC's looming mountains, coastal parks, lakes, and wildlife sanctuaries. The region's population is wonderfully diverse, creating a vibrant cultural mosaic in which distinct cuisine, architecture, language and arts thrive.





Several different global polls list Vancouver and the surrounding area as one of the most desirable places to live in the world.

The climate of Metro Vancouver is by far the mildest winter climate of the major Canadian cities. Summers are warm and a great time to go for a hike or bike ride through some of the natural beauty of the surrounding areas, or head to any number of local beaches or lakes for a barbecue or camping, or just to sit on a garden patio and enjoy some local cuisine in the sunshine. Winters are temperate but close by are mountains for world-class skiing, snowboarding or snowshoeing.

If you dream of finding that perfect blend of stunning natural beauty, along with the hustle and bustle of city life, you really can have it all in Metro Vancouver.

More information on Metro Vancouver can be found [here](#).



HOW TO APPLY

To apply or make a nomination, please contact PFM Executive Search:

Attention **Allison Rzen** and **Maggie Ow** at pfm@pfmsearch.com

All telephone inquiries to 604.689.9970 or Toll-Free 1.800.864.9970

The targeted salary range for this position is \$215,000 – \$255,000 annually, supplemented by a competitive total rewards package.

APPLICATION FORMAT

Format for written applications should be presented as follows:

1. A covering letter—describing briefly why the appointment is of interest and what you believe you can bring to the role.
2. A full CV containing the following information:
 - a. Title, full name, address, daytime and evening telephone numbers and email address
 - b. Residency status
 - c. Present and previous roles
 - d. Details of education and professional training and qualifications
 - e. Any other relevant information such as offices held in professional bodies, community service etc.

PFM EXECUTIVE SEARCH

PFM Executive Search was founded in 1992 with the vision of creating an executive search firm that provides tailor-made executive search services to clients in the private, public and not-for-profit sectors. Over the last 31 years, our firm has earned the reputation as one of the most respected executive search firms in Canada.

PFM Executive Search is a BC owned and operated incorporated company. We are a founding member of the [Panorama](#), an international alliance of like-minded executive search organizations.

www.pfmsearch.com



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