



Business Development Associate - Remote Sensing

ASL Environmental Sciences, based in Victoria, British Columbia, has more than 40 years of experience in remote sensing, acoustics, oceanography, ice research and operational services. We provide scientific consulting and instruments to Canadian and international clients from industry, government and academic sectors. Our consulting services division offers expertise on airborne and spaceborne remote sensing for terrestrial and aquatic environments, physical oceanography, numerical modeling, sediment transport and ice studies.

As part of ASL's growth strategy, we are expanding our remote sensing team and looking for your contributions in the areas of business development, project planning and management that builds on your subject matter expertise and experience.

ASL offers a friendly, professional, dynamic and flexible work environment, with challenging and rewarding opportunities for personal and professional growth. If your ambition is to join a growing team with an exciting future that you will help shape, we want to hear from you.

RESPONSIBILITIES

- Identify business opportunities to help realize company's goals and growth strategy
- Lead business development activities in areas of subject matter expertise
- Establish strong relationships with potential new clients, partners and collaborators
- Prepare proposals and project plans to address new and existing clients' needs
- Manage projects and lead and perform technical work
- Contribute to project reports, present results to stakeholders
- Prepare and deliver presentations at conferences and marketing events, visit clients.

QUALIFICATIONS

- A postgraduate degree in a scientific discipline and relevant work experience.
- Experience with applications of remote sensing for aquatic and/or terrestrial environments.
- Existing knowledge of market and technology trends.
- Business development and technical skills demonstrated in a consulting environment.
- Excellent communication and interpersonal skills
- Proven ability to work collaboratively and adapting to changing priorities
- Canadian Citizen or permanent resident, able to obtain Canadian security clearance

REMUNERATION

A competitive compensation and benefits package that reflects your responsibilities and experience will be offered.

CONTACT

Please submit your application including a [cover letter](#) and [résumé](#) via e-mail to Human Resources (hr.rs@aslenv.com)