

## Direct B2B Sales Growth Associate - Summer 2023

Amino Labs is seeking to hire an outgoing and high-energy team member to focus on direct B2B sales growth of Amino Labs' biotechnology STEM education products.



### Opportunity overview:

Amino Labs is a maturing startup operating in the education technology sector. Amino Labs found product-market fit in brick-and-mortar education in 2017 and has since expanded its product offering into a full biotechnology STEM learning journey. With the help of Amino Labs, tens of thousands of students and hundreds to thousands of educators from more than 40 countries have learned about biotechnology through hands-on activities. In addition, we estimate that greater than 100,000 students have gained insights about biotechnology through our free product offerings. Amino Labs also strives to have the highest student success rates in the industry and excellent customer service, as demonstrated by nearly perfect five-star customer reviews.

As a maturing startup, we now have 100% confidence in our products and the value we bring to our customers. Because of this, Amino Labs is ready to establish a determined sales team that ensures students around the world gain access to our life-changing education products. Amino Labs' mission is to help create the next generation of biotechnology innovators that leverage biology to find solutions to humanity's biggest problems - and as you know, there are many pressing problems: Pollution, climate change, pandemics, ecosystem collapse, food shortages, and more. It is urgent that we help inspire and train the next generation of problem solvers with biotechnology skills so humanity and the natural world can find balance and co-existence.

This sales/growth position will involve co-developing and implementing data-driven direct B2B sales strategies with brick-and-mortar education organizations during the 2023 summer term. You will aid the CEO in de-risking and testing sales strategies and propose, test, and implement your own sales strategies. Compensation for this position is split between salary and sales commissions, so you must be confident in your sales skills and experience.

**Qualifications / Skills:**

- Prior sales experience
- Demonstrate outstanding networking capabilities
- A demonstrable track record of long-standing positive rapport with colleagues and acquaintances
- Demonstrate you are a finisher (you thrive on taking objectives to completion as compared to being an "idea person")
- Have a non-zero sum mentality
- High moral compass

If your goals align with Amino Labs' mission and you've got a drive be profitable please submit your candidacy to Amino Labs via [join@amino.bio](mailto:join@amino.bio) by March 1st. This position is for the Summer 2023 term

**Education, Experience and Other Requirements:**

Student applicants must be residents of Alberta currently enrolled in an Alberta post-secondary institution in an undergraduate, graduate, or post-graduate degree program. International students are not eligible for this program.

**About Amino Labs**

At Amino Labs, our mission is to make biotechnology learning and innovation accessible to everyone. At the moment, biotechnology affects more than a billion people every year and is a core part of our society. Yet, only a small fraction of the population understands it and can use it to help solve the world's biggest problems; from fuel to food to medicine.

Amino Labs creates easy-to-use kits, equipment, books and resources so that students in secondary schools and at-home can learn genetic engineering, create living bio-art, grow and extract bio-products, and more! To date tens of thousands of students and teachers in more than 40 countries have used Amino Labs as part of their learning journeys, from Stanford University to remote villages.

Founded in 2017 by Designer Julie Legault and Scientist Dr. Justin Pahara, Amino Labs spun out of the graduate research conducted by Julie Legault during her studies at the Massachusetts Institute of Technology's Media Lab. Amino Labs is now located in Lethbridge county, Alberta, Canada.

**About the founders:**

Advisor Dr. Justin Pahara is a Cree scientist-entrepreneur from a Southern Alberta Canadian farm. He has more than a decade of bioengineering experience and extensive knowledge of synthetic biology tech, markets, and work-flows. Justin attended the University of Cambridge (PhD, MoTI in JBS), Singularity University (GSP-10;Google Fellow), iGEM (2007, 2008) and the University of Alberta (B.Sc., M.Sc.). Justin is a Biosecurity Fellow with Johns Hopkins' Emerging Leaders in Biosecurity Initiative.

As a Human-Centered Designer, Julie works to translate scientific and technological innovations for public acceptance. She has taught at Birmingham's Institute of Art and Design (UK), the RCA (UK), MIT (USA) and notably worked with Audi, Nokia, LG, Aston Martin, Rihanna, and museums to develop smart materials, fashion and art. Julie holds an MS from the MIT Media Lab, an MA from the Royal College of Art (UK), and degrees in Design Tech and Arts from Concordia University (Canada) and is a proud fellow of the Coaching Fellowship program for extraordinary young women leaders of impact.

Learn more at [www.amino.bio](http://www.amino.bio)