Context

The ocean is now available to anyone, anytime, anywhere. Researchers, students and anyone else anywhere on the Internet, at any time, can access real time data and images from a new generation of ocean observatories consisting of instrument clusters connected to shore with optical fibre communications cables. Qualified users can also control seafloor equipment from wherever they are.

VENUS, operational since 2006 in the coastal waters of southern B.C., is the world's first successful multi-site, multidisciplinary internet-accessible ocean observatory (www.venus.uvic.ca). NEPTUNE Canada is the world's first regional cabled observatory and become operational in 2009; it extends a similar capability from the coast to the deep sea offshore, spanning an entire tectonic plate from spreading ridge to subduction zone. (www.neptunecanada.ca). These projects are the result of government and private sector investments of over $120M to put Canada in a leadership role in ocean science and technology.

Ocean Networks Canada (ONC) is a not-for-profit society created by the University of Victoria to govern, manage and develop the VENUS and NEPTUNE Canada ocean observatories, along with prospective additional installations, opportunities and relationships that achieve ONC's mission of transformative ocean science. The Ocean Networks Canada Centre for Enterprise and Engagement (ONCCEE) has been funded under the Canadian Centres of Excellence in Commercialization and Research (CECR) program to enhance economic and educational benefits from ONC activities.

ONCCEE's Sensors and Instruments Technology (SIT) objectives are to enhance the capabilities of Canadian SIT companies and to assure the future SIT needs of ONC observatory systems. The primary mechanism for this effort will be the ONCCEE Technology Demonstration Facility (TDF). To carry out the development and testing necessary to advance Canadian subsea instruments and sensors, ONC will make available in-house expertise, particularly related to IT, as well as the opportunities to deploy and test instruments under development at water depths of 20–2700m and in wide range of environments on the two state–of-the-art observatories. Access to the two ocean observatories by Canadian manufacturers is seen as a major contribution of ONC towards the commercialization of Canadian products in this rapidly evolving global market. In particular, focus will be on emerging technologies such as (but not limited to): chemical and biological sensors; acoustic imaging systems; and instrumentation of mobile assets (gliders and AUVs).

ONCCEE's SIT portfolio BDO will assist Canadian sensor and instrument manufacturers to become more competitive globally. The CECR funding will create opportunities for Canadian manufacturers to test and demonstrate their components on an accessible ocean observatory to work with ONC staff and research users in optimizing their products for other markets; and to link with other emerging observatories through ONC's MOU partnerships and global marketing.

General Accountability

The Sensor and Instrument Business Development Officer (SIT-BDO) is accountable through the Director of ONCCEE to the President and CEO of Ocean Networks Canada (ONC).

The primary responsibility of the SIT-BDO is to develop a membership portfolio, create a strategy for expanding capabilities of the companies in the SIT portfolio, and to manage the TDF.

The principal activities of the SIT BDO will include:

(1) Strategic and operational planning for sensor technology development in Canada in collaboration with ONC, VENUS and NEPTUNE Canada staff
(2) Identifying and developing technologies, in collaboration with VENUS and NEPTUNE Canada. This will include working with observatory science teams to assess needs, and potential technology transfers. Ongoing processes for recognizing suitable opportunities and maintaining contacts should be established and maintained
(3) Maintain a database of contacts and capabilities of sensor and instrument technologies on VENUS and NEPTUNE Canada as well as those in the Canadian SIT industry
(4) Jointly with the NEPTUNE Canada and VENUS Project teams, developing priorities, planning work and supervising ONCCEE personnel embedded in those projects
(5) With the Director of ONCCEE establishing metrics for progress in the SIT portfolio, monitoring progress against those metrics and providing periodic reports on activities and results
(6) Attending relevant conferences, meetings and trade shows to seek potential business opportunities for sensor technology companies and to gather intelligence on future opportunities
(7) Organize workshops and company visits to help expand ONCCEE memberships, understand the needs of sensor technology companies, and discuss potential business opportunities
(8) Work with UVic's Innovation Development Corporation to manage and license the IP for SIT in collaboration with the VENUS and NEPTUNE Canada projects and participating researchers and institutions

Requirements of the Position

i. Dedication to the goal of engaging sensor technology companies and researchers to improve the capabilities of the Canadian ocean sensor technology industry.
ii. Verified experience to assess scientific and technical information and communicate it clearly to others.
iii. Initiative and independence; demonstrated ability to develop programs and goals and to carry out tasks to achieve those goals in a timely manner without supervision or regular support.
iv. Proactive leadership skills and outstanding communications, marketing and interpersonal skills
v. Ability to assess the value of technologies and potential fit with existing companies.
vi. Proven ability to work collaboratively and to develop, motivate, lead/ sustain collaborative projects
vii. Demonstrated ability to develop and implement a technology development plan
viii. Established ability to lead/motivate a project team, prioritize work tasks and manage multiple objectives
ix. High level of knowledge and understanding regarding opportunities, technology markets and the sensor technology business in Canada and around the world obtained through several years of experience
x. Good background knowledge of ocean science and technology issues
xi. Understanding of the academic and government research environment in Canada and elsewhere
xii. Minimum of Bachelor's degree in a related field with more than 10 years of professional experience in sensor technology development, sales and marketing or other areas related to the duties of the position

Working in a collaborative team environment, the individual will work closely with other staff in ONC, including managerial and technical personnel in both VENUS and NEPTUNE Canada.

Significant Internal and External Relationships

Internal

- Director, Ocean Networks Canada Centre for Enterprise and Engagement
- President and CEO, Ocean Networks Canada
- Personnel within NEPTUNE Canada and VENUS
- Technology Demonstration Facility Engineer

External Relationships

- Innovation Development Corporation (IDC) at UVic
- Researchers and other users of VENUS and NEPTUNE Canada around the world
- Sensor technology companies in Canada and globally
- Key universities and research institutes

Salary and Terms of Appointment

Salary will be commensurate with qualifications and experience. The term of the appointment will be for an initial three-year term. It may be renewable, subject to performance reviews and funding availability

Response Information

Email Résumés and any supporting documents to onccee@uvic.ca, with the subject "SIT-BDO Competition"
This competition closes February 26th, 2010