Business Development Coordinator

Job ID
50109

Skycad Dental Technology Ltd.

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LOCATION	DATE POSTED	EXPIRY DATE
#216-2250 Boundary Rd, Burnaby, BC | British Columbia	08-05-2026	03-05-2027

TYPE OF JOB	SALARY	MIN. EXPERIENCE	MIN. EDUCATION
Full Time	CAD $ 45.00 hourly / 30 to 40 hours per week	1 year to less than 2 years	Bachelor's degree

Job Details

Skycad Dental Technology Ltd.

Position: Business Development Coordinator

Wage: $ 45.00 hourly / 30 to 40 hours per week

Job Duties:
1. Develop and maintain knowledge of dental laboratory products, specialized services, and digital dentistry workflows, including intraoral scanning (IOS), digital orthodontic setup, and dental 3D printing technologies, to support business development activities and effectively communicate the value of the company's services to dental professionals in the BC market.
2. Identify and assess potential business development opportunities by conducting consultative meetings, product demonstrations, and presentations with dental practices and professionals, gathering client needs and market intelligence to inform the company's service offerings and business development strategy.
3. Develop and evaluate business development initiatives delivered through the company's Continuing Education (CE) seminars and clinical training programs, analyzing attendee engagement and feedback to identify target client segments and new market opportunities within the territory.
4. Research and evaluate potential B2B business development opportunities within the BC territory, including market demand, emerging digital dentistry and orthodontic trends, and potential client segments, and develop recommendations to expand the company's market presence.
5. Support the execution of the company's business development strategy within the BC market by identifying and prioritizing business opportunities, developing local market initiatives, and providing market insights and recommendations to management.
6. Maintain and analyze business development activities, client engagement history, and opportunity pipeline data using CRM tools, and prepare progress reports and business development insights for management.
7. Gather and analyze client requirements and service feedback from dental practices and provide recommendations to the company's production and operations teams to align service planning with client needs and market demand.
8. Monitor market trends, competitor positioning, client needs, and emerging developments in the dental and orthodontic

sectors, and provide management with strategic insights to support territory planning, business development, and market expansion.
9. Collaborate with the marketing teams in Calgary and Burnaby (with Toronto marketing function anticipated) to coordinate market outreach and business development initiatives for the BC territory, ensuring consistent messaging and alignment with the company's overall business development strategy.

Terms of employment
: Permanent, Full time

Business Location
: #216-2250 Boundary Rd. Burnaby, BC V5M 3Z3

Education
Bachelor's degree in Business Administration, Management, Commerce, or a related field.

Experience Requirements
Minimum 1 year to less than 2 years of relevant B2B business development, sales, marketing, client relationship management, or related experience. Experience in the dental laboratory or dental industry, or familiarity with dental laboratory products and services, is considered an asset.

Other Skills
Strong English communication skills, both written and verbal, to communicate effectively with dental professionals, clients, and internal teams.
Ability to conduct client meetings and presentations, gather and analyze market information, identify business opportunities, and maintain professional client relationships.

Language
: English

How to Apply
- By Mail: #216-2250 Boundary Rd. Burnaby, BC V5M 3Z3
- By Email: skydental.bc@hotmail.com

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