Business Development Coordinator

Job ID
50677

Skycad Dental Technology Ltd.

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LOCATION	DATE POSTED	EXPIRY DATE
#206-2250 Boundary Rd., Burnaby,, BC | British Columbia	08-07-2026	04-01-2027

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 and Coordinator (NOC 41402)

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

Position Summary

We are seeking a Business Development and Coordinator to support the growth and development of our dental laboratory business in British Columbia. The position is responsible for developing and maintaining B2B relationships with dental practices, identifying and evaluating business opportunities, conducting market research, analyzing client and competitor information, and developing business development strategies.

The successful candidate will work closely with dental practice clients to understand their service requirements, monitor prospective and existing client opportunities, maintain business development records and pipelines, and provide market and client insights to management. The position will also coordinate relevant client requirements with internal production and operations teams to support effective service planning and ongoing client relationships.

This is a business development and market-focused position within a dental laboratory environment and does not involve performing clinical dental or dental laboratory technician duties.

Job Duties:

1. Develop and maintain knowledge of the company’s dental laboratory products and services, including fixed prosthodontics, implant restorations, removable prosthodontics, and digital dentistry workflows, to effectively communicate the company’s service capabilities and business value to dental practices and professional clients.
2. Conduct regular consultative meetings with dental practices in British Columbia, including in-person and virtual business development meetings and client presentations, to identify client needs, gather market intelligence, and obtain feedback on turnaround times, service requirements, material preferences, and digital workflow needs.
3. Develop and maintain professional relationships with existing and prospective dental practice clients, respond to business and service-related enquiries, follow up on prospective accounts, and identify opportunities to expand client relationships and the use of the company’s laboratory services.

4. Conduct market research and analyze dental practice segments, market demand, client preferences, digital dentistry trends, and competitor services and pricing to identify potential business opportunities and provide recommendations regarding service offerings, market development, and competitive positioning.
5. Assess and prioritize business opportunities, including opportunities involving dental groups, specialist referral networks, and dental practices adopting digital workflows; develop targeted business development strategies and business plans, and recommend appropriate outreach, referral, and local promotional initiatives to support business development objectives.
6. Maintain and analyze client engagement records and business development activities using the company’s CRM and related tracking systems, monitor opportunity pipelines and key performance indicators, and prepare regular reports and recommendations for management regarding client activity, market opportunities, and business development performance.
7. Gather and analyze client requirements, including turnaround time, material preferences, digital file compatibility, design specifications, and service expectations, and communicate relevant information to production and operations teams to support service planning, production coordination, and alignment with client needs.

Terms of employment: Permanent, Full time

Business Location : #206-2250 Boundary RD. Burnaby, BC V5M 3Z3

Qualification
• Education : Bachelor’s degree in Business administration, Commerce, or a related field, with coursework or specialization in marketing, business development, strategic management, or market research.
• Experience Requirements : Minimum 1 year of relevant experience in B2B business development, sales, client relationship management, market research, or related functions.
Experience in the dental laboratory, dental services, medical device, or healthcare industry is considered an asset.
Familiarity with dental laboratory products, digital dentistry workflows, or dental terminology is considered an asset.

Language : English

How to Apply
• By Mail: #206-2250 Boundary RD. Burnaby, BC V5M 3Z3
• By Email:skycaddental.bc@hotmail.com

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