The San Diego Natural History Museum is run and operated by the San Diego Society of Natural History, a private non-profit scientific organization incorporated in 1874. The Museum’s mission is to interpret the natural world through research, education and exhibits; to promote understanding of the evolution and diversity of southern California and the peninsula of Baja California; and to inspire in all a respect for nature and the environment. Within the Museum, the Department of Bioservices coordinates contracting for biological surveys and monitoring of the region’s birds, mammals, reptiles and amphibians, plants, and invertebrates, with an emphasis on applied ecological research.

Biological Contracting Business Development Position

The Department of Bioservices at the San Diego Natural History Museum has an opening for a Business Development position. This position will help to grow the contract revenue of Bioservices by discovering and exploring opportunities for applied research. This position is a full time (40 hours per week), one-year term position, with the possibility to be extended.

MAJOR RESPONSIBILITIES:

* Implements business development initiatives including public/private partnership opportunities; marketing to federal, state and local governments, and private industry.
* Manages client relations to ensure customer satisfaction, repeat business and referral opportunities.
* Manages the development efforts of marketing and rebranding strategies for various applied research services offered by the museum.
* Works with other staff within the organization in the review and implementation of various business development efforts.
* Attends professional and community events; represents museum to the public
* Networking/relationship building.
* Leads/coordinates proposal writing efforts.

QUALIFICATIONS:

\* A degree in Biology or other scientific discipline is preferred but not required.

\* At least three years’ experience in networking and marketing in science, environmental consulting, or related fields to both public agencies and private industry.

\* Ability to discuss scientific and biological research techniques with diverse audiences.

\* Strong writing and speaking skills

Start date: 1 October 2018

Please submit resumes and cover letter to kclark@sdnhm.org. No phone calls or drop-ins, please.