



Business Development Director, North America

Position summary

The Business Development Director, North America will develop and lead commercial and business development activities to position Moltex for commercial success in North America. The successful candidate will play a significant role in developing key stakeholder support for Moltex, securing funding and growing the business, while supporting the timely development of the first Stable Salt Reactor – Wasteburner (SSR-W) and Waste To Stable Salt (WATSS) facility in Canada.

Position: Business Development Director, North America

Status: Permanent, full-time

Location: Saint John, NB, Canada

Reports to: Chief Commercial Officer

Apply: Please submit a resume and cover letter to careers@moltexenergy.com and indicate the job title in the subject line.

Responsibilities

- Lobby provincial and national governments, expanding relationships with civil servants and politicians to increase support for Moltex, including securing funding
- Support the Finance Director in the pursuit of private equity investment
- Build relationships with potential customers, such as owners/operators in Canada and the US
- Contribute to the development of a corporate strategy by providing key insights on how to attain and maintain business growth
- Represent the organization at events and industry functions

Skills, qualifications & experience

The Business Development Director, North America will be a highly articulate and passionate communicator possessing strong verbal and written communication skills, combined with excellent influencing and presentation skills. The successful candidate will thrive in a rapidly changing environment.

- Strong business acumen
- Post-secondary degree in a science or economic discipline or another related field
- Sales, marketing and public relations experience in a complex business, including experience dealing with both public and private stakeholders
- In-depth understanding of government structures, processes and decision-making
- Experience implementing business development and strategic initiatives in fast-paced environments and highly regulated industries
- Experience and high level of comfort presenting to both technical and non-technical audiences, and explaining highly technical material to non-technical audiences
- Direct experience in the nuclear or energy industry in North America is an asset
- Fluency in other languages, especially French, is an asset



What Moltex offers...

Moltex boasts a diverse team of professionals collaborating daily across time zones. For those on board, it is going to be a challenging and rewarding journey. The office is in the city centre with various nearby amenities. Moltex employees have access to a full range of benefits including:

- Paid vacation and personal days
- Flexible work environment
- Learning and development resources
- Excellent growth opportunities
- Optional compressed work week
- Medical, dental and vision
- 13 statutory and other holidays
- Complimentary refreshments

Moltex is an equal opportunity employer. Moltex prides itself in having a team that promotes diversity, inclusion, leadership, mindfulness, high initiative, energy and passion.