



Partnerships and Project Manager

Minneapolis, Minnesota, USA

About us

Calyxt, Inc. is a consumer-centric, food- and agriculture-focused company. Calyxt is pioneering a paradigm shift to deliver healthier food ingredients, such as healthier oils and high fiber wheat, for consumers and crop traits that benefit the environment and reduce pesticide applications, such as disease tolerance, for farmers. Calyxt develops non-transgenic crops leveraging processes that occur in nature by combining its leading gene-editing technology and technical expertise with its innovative commercial strategy. Calyxt is located in Minneapolis-St. Paul, MN, and is listed on the Nasdaq market (ticker: CLXT).

For further information please visit our website: www.calyxt.com

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Job Summary

Calyxt seeks a highly motivated, result-oriented, creative, and collaborative individual to join our Product Pipeline & Portfolio team. You will work in a highly entrepreneurial environment with cross functional teams of R&D, legal, regulatory, and commercial functions committed to bringing consumer and health focused innovation to food crops in a way that was not previously possible.

The Partnership and Project Manager will work across functions to align external technology and opportunity with Calyxt's healthy food ingredient strategy. This role will explore new ag/bioscience technologies and evaluate potential collaboration opportunities, establish external partnerships with academic or industry organizations, and manage projects to deliver measurable business value.

Key Responsibilities:

- Keep abreast of market trends and technology development in crop technology. Track emerging technologies in the crop ag/bioscience space
- Engage academic institutions and ag/biotech organizations to prospect external technologies and partnership opportunities, effectively prioritizing efforts based on strategy alignment and impact
- Collaborate with internal cross-functional stakeholders to evaluate partnership opportunities, develop structures for interactions and negotiate agreements

- Manage collaboration projects to deliver the desired results, including milestones creation and tracking, development and monitoring of impact metrics measurements
- Develop a valuable project portfolio of external partnerships in alignment with company strategy

Required Qualifications:

- M.S. or PhD in life sciences, or B.S. and 10 + years' experience in related field
- Minimum 5 years of R&D experience in crop biotechnology
- Minimum three years of experience as a team leader and/or project manager
- Demonstrated ability in IP landscape analysis and new technology evaluation
- Proven business acumen and project management skills
- Demonstrated ability to solve problems and negotiate agreements
- Effective oral and written communication skills
- Ability and willingness to travel domestically up to 25% of the time.

Preferred qualifications:

- Experience in establishing partnerships and managing external collaborations
- Extensive network with universities and ag/biotech companies
- Demonstrated capability to connect opportunity to value creation
- Demonstrated experience in IP strategy development.

Contact: Please send resume and motivation letter to CLX_PPM_2019-02@calyxt.com