

Humble Bee Bio

Deep Tech Commercialisation Analyst

Full Time | Fixed Term - 10 weeks

Supported by Callaghan Innovation R&D Experience Grant

Humble Bee Bio is an emerging biotech company combining the power of synthetic biology and the recipe from a solitary bee to create a new advanced material and help solve one of our toughest global challenges: plastic pollution. The new material has the potential to replace the use of existing plastics and chemicals used in the textiles sector and other industries.

There is an opportunity to support Humble Bee Bio's mission to build novel biomaterials that solve market and environmental problems. We are looking for a Business Student/Bioscience Enterprise student to help commercial scoping of different market applications and/or revenue off ramps for our proof of concept biomaterial.

This role is supported by Callaghan Innovation through their [R&D Experience Grant](#). The role is a fixed-term contract for 10 weeks.

Purpose of Role:

The purpose of this work is threefold:

- Firstly, to research and summarise market drivers that impact the company.
- Secondly, to expand and give detail and context to the company road map to inform the company's capital and go-to-market strategies.
- Thirdly, equip us with the information we need for our next capital raise.

We are looking to expand the Business Development capability in our team and bring someone on with fresh eyes and ideas.

Responsibilities & tasks:

All responsibilities and tasks will be in full collaboration with the CEO and R&D team. The data coming out of our R&D program directly intersects with our commercialisation strategy:

- You will research and quantify the size and location of our target markets, competitors, and additional revenue streams ("off-ramps") outlined in the company market roadmap.
- You will conduct research and analysis under the direction of the CEO to help align R&D outcomes to commercial opportunities and help the company plan for the resourcing needed. In addition, this research will inform our timeframes and help us to understand the potential revenue that each 'off ramp' can bring into the company.
- By deeply investigating similar businesses and leading organisations, you will apply your creative thinking to find alternate pivot points or revenue 'off ramps' for HBB.

Required Skills and experience:

- Currently studying a relevant Business, Science or Engineering degree. A degree in Bioscience Enterprise or Business or Business Analysis is desirable.
- Self-driven with the ability to work autonomously with minimal supervision.

- Strong curiosity for, and comfort working in, areas of biology, biotech & business previously unknown to you.
- Highly organised and efficient.

Skills you will develop

- An understanding of how to prepare a company for capital raising.
- What it is like to work within the demands of a fast-paced startup.
- How to apply your scientific knowledge to real-world market applications.
- How to undertake and apply market research to a commercial strategy.

Benefits and Details:

- 40 hours a week at \$24/ per hour.
- 10-week fixed-term contract starting on the 12th of September 2022 but we can be flexible for the right candidate.
- The opportunity to match your skills to Humble Bee's deep-rooted values to rid the world of plastic pollution.
- Work for a fast-paced, energetic, and inspiring organisation.
- Work with a team who are ambitious and curious, chasing down solutions to real-world problems with their passion for cutting-edge technologies and science.

- Be a part of the solution, contributing to a future that inspires optimism.

Eligibility:

These eligibility criteria are set by Callaghan Innovation and are absolute requirements.

- Must be based in Wellington, NZ
- Be studying Science, Engineering, Technology, Design, or Business at a New Zealand tertiary education institution.
- Be studying a Doctoral Degree, Master's Degree, or Bachelor with Honours Degree or date completed study is less than 12 months ago.
- Be legally permitted to work in New Zealand.
- Have not been previously employed at your business unless part-time or temporary.
- Have not undertaken more than two Experience Grant internships with the same business.

Company values:

We exist to create nature-inspired materials that improve global health.

Our team is Curious, Relentless, and Passionate about building a better future.

If this is you, join us.

Please note: we recognise that not all candidates may meet the entire list of desired skills & experience. We're eager to train the right candidates for this role, and encourage those who meet at least three-quarters of the criteria to apply.

To apply, please send us

* A cover letter describing a little about yourself, your prior work, your career goals, and what makes you interested in joining our team

* A résumé or curriculum vitae

Please send this to: info@humblebee.co.nz