



Program Leader, Health & Wellbeing

Budding Innovations (BI) is a Singapore headquartered Venture & Business Builder, and supports Corporations, SMEs, Startups and Entrepreneurs to develop and implement in-market solutions. We partner to define the key needs, and integrate fitting solutions that enable companies to realise all key opportunities. Founded in 2015, and bringing together decades of DeepTech Open Innovation experience, BI works with dozens of large global multi-national corporates in Future-Proofing their innovation strategies, and taking key ideas forward through development and scaling towards the B2B and/or B2C market. BI also works with numerous startups to spin out, to scale-up and to expand & internationalise.

BI advocates that “Health is Wealth”, and specialises in Preventative Health technologies. Spanning from functional nutrition & care, to physical and mental well-being. Across consumer goods, to devices and digital services.

Our vision is that by operating at the intersection of large multinationals and startups, we build more productive and transformative innovations, and foster an ecosystem that leverages the best in Open Innovation approaches.

We are looking for an experienced, entrepreneurial minded and results driven individual, to oversee and manage a growing portfolio of human health & wellbeing technologies, products and services. This role will be crucial to deliver & grow the current client portfolio, as well as to actively build the future dealflow. The individual will drive profitable business growth and implement new partnerships that will enhance our capabilities for the entities we support. This role represents a growth opportunity into a more senior role as the BI portfolio value and the organisation grows. The individual will be reporting directly into the Company’s leadership team.

Responsibilities

The role offers to develop & execute expansion strategies for existing and new expansion clients, cultivate strategic partnerships enhancing portfolio efficiency, and deliver a sustainable pipeline of growth opportunities. This includes both the Budding Innovations business, and the Ventures we are supporting.

Initially, the focus will be on programs centred around bio-active ingredient-based products, for the purpose of contributing to the broad area of preventative Health & Wellness. As we grow the portfolio activities alongside the organisation itself, the individual will also assume responsibility for managing mid to longer term pipeline sufficiency. Bottom- & topline profitable growth is essential to deliver sustainable growth, and the capabilities and resources required to support early-stage startups. BI aims to grow a self-sufficient business model where key start-up support comes from internal resources while we support them moving forward.

Budding Innovations (BI) is looking for a candidate to manage and lead technical activities around Technology and product development. This includes but is not limited to activities such as idea generation, idea screening, concept development, software and/or hardware development, testing, lag to industrial scaling up etc.

Identify, analyze, evaluate, and champion sales growth strategies as well as implement BI’s brand plan driving sustainable, long-term growth while delivering the short-term revenue budget for the current fiscal, by:

- Technology scouting to determine the feasibility and scope of commercialization requests. Assessing project requirements and determining allocation of optimum resources for the same. Coordinating internal resources and collaborators/vendors for seamless execution of projects. Ensuring that all projects are delivered on time, within scope and within budget.
- Creating and maintaining detailed project documentation.



- Working with the rest of the management team, he/she will be responsible to ensure that resource requirements are properly aligned to allow for project goals to be met, introduce metrics designed to track the effects of action plans and determine whether the actions are effective at meeting targets or whether new plans should be developed.
- Identifying and managing relationships with suppliers, influencers and key stakeholders. Building a strong understanding of, and relationship with customers, negotiating contracts and closing deals; successfully maintaining a viable project pipeline.
- Managing proposal writing and submissions by constantly increasing proposal win rates. Utilizing data to develop compelling selling stories and rationale for proposal recommendations.
- Working with the Innovation and Management Team to ensure that new projects are scoped, briefed and managed on time, to budget driven by customer satisfaction and happiness.

Skills and expertise

To apply for this role, Budding Innovations (BI) aims for:

- Candidate with background in STEM as having either a) diploma, bachelor's degree, master's degree or PhD in a STEM-related field b) prior non-technical work experience in a STEM-related industry; and/or c) completed one or more STEM-related courses.
- Minimum 3 years' full-time working experience in a commercial / business development role and currently employed in the industry. Preferred are relevant experience in management consulting and project execution in the area of new product development
- Has experience in business and market development but not in technology nor product development. Business and marketing development refers to activities such as sales, marketing strategic partnerships, business planning, market evaluation and selection, market preparation, market entry and market development etc. Technology and product development refers to activities such as idea generation, idea screening, concept development, software and/or hardware development, testing, lag to industrial scaling up etc.
- Huge enthusiasm and demonstrated ability to dive deep in understanding client's needs, portfolios, and the competitive landscape. Preferred experience in innovation management and new product development; championing proposal writing, proposal winning and engaging with new clients.
- A self-starter with the ability to work in a fast-paced team players' environment where continuous innovation is a way of life. Proven instincts about client needs, new product development, user experience, and consumer needs. Service mindset to ensure customer satisfaction.
- Willingness to roll up your sleeves and do whatever it takes to help our team win.
- Program management experience, ensuring that deadlines are met and operations run effectively and efficiently.

We are ultimately looking for an individual that will both contribute to building the business, but also grow the values and the Budding Innovations culture. Together we will create the feel of the place, and establish a Health & Wellness Venture Builder that will earn its place in the global innovation ecosystem and is widely recognized and awarded for our business and people development.