

Director, Commercial Products and Services

About McMaster University

Ranked as one of the world's top 80 universities, McMaster University is known for teaching and research excellence. Our purpose is the discovery, communication, and preservation of knowledge. We seek to create a Brighter World through research focused on the health and well-being of all. Through our teaching, research, and scholarship, we are committed to creativity, innovation, and excellence. We value integrity, quality, inclusiveness, and teamwork in everything we do. We inspire critical thinking, personal growth, and a passion for lifelong learning. We serve the social, cultural, and economic needs of our community and our society.

Canada's Nuclear University

McMaster University is the nation's preeminent nuclear research institution. It's home to a unique suite of world-class research facilities anchored by the McMaster Nuclear Reactor – a multipurpose research reactor that provides neutrons for medical isotope production and scientific research. The University's accelerator and high-level labs, combined with hotcell, cyclotron, neutron scattering and positron beam facilities, allow researchers and industry partners – at home and abroad – to advance R&D in nuclear technologies and health, environment, and materials research. These facilities are critical to the advancement of Canada's nuclear industry – providing the training ground for the next generation of leaders and driving national programs in nuclear engineering and small modular reactor development, materials science and medical isotope research.

About the McMaster Nuclear Reactor

The McMaster Nuclear Reactor (MNR) has earned an international reputation as one of the world's most innovative university-based research reactors and a major supplier of medical isotopes. It's critical to the advancement of Canada's nuclear industry – leading national programs in nuclear engineering and small modular reactor development, materials science, and medical isotope research.

As the only research reactor in the world operating without government subsidies and funding, unique challenges exist to ensure cost effective and sustainable operations and maintenance.

New Leadership Opportunity

McMaster is seeking a **Director, Commercial Products and Services** to develop, deliver, and expand commercial operations for Nuclear Operations & Facilities (NOF) in order to secure the required operating revenue. The incumbent will oversee the development and commercialization of nuclear products in a highly regulated and highly competitive international market. In addition, the Director will oversee the safe, secure, and effective production and sale of commercial medical isotopes and laboratory services.

This new leadership role offers tremendous opportunity for growth and the autonomy to shape the portfolio, while building strong connections to McMaster's academic and research community. The Director will support McMaster's strategic priorities and focus on four key themes – environment, health, materials and nuclear – supported by our nuclear research facilities. The incumbent will be part of an inclusive and collaborative working environment that encourages innovation, creativity, and curiosity.

Core Accountabilities

In a collaborative team environment, which embraces the values of integrity, teamwork, and inclusivity, the Director will serve as an organizational leader and is expected to:

- **Strategize to Enable Growth**
 - Develop strategic plans for commercial operations in each of the nuclear facilities to ensure successful completion of short- and long-term goals and objectives.
- **Lead Business Development, Budgeting and Forecasting**
 - Prepare, implement, monitor and analyze commercial budgets for NOF including annual, three- and five-year forecasts.
- **Foster Strategic Partnerships and Relationship Management**
 - Develop and maintain strategic partnerships with suppliers, customers and, in some cases, competitors to ensure reliability for the supply of medical isotopes to patients.
- **Enable Safe, Secure and Efficient Production**
 - Responsible for technical oversight of the isotope production methods and commercial processes and services provided through the nuclear envelope.
- **Lead People**
 - Lead and provide supervision for five managers and indirect supervision for an additional 20-25 employees through positive influence, while encouraging thoughtful consideration and dialogue on inclusive ways of creating psychologically safe and healthy work environments.

Are you the right candidate?

This role requires a minimum of seven years of progressive leadership experience in the nuclear, pharmaceutical or radio-pharmaceutical industry; and at least five years in a management role. The ideal candidate will have a Master's degree (or higher) with an additional advanced degree in business or commercial operations (MBA) considered an asset; as well as the following qualifications:

- Proven leadership with demonstrated experience achieving positive results managing teams of experts and complex projects in a nuclear environment.
- Superior leadership competencies and strong communication skills – proven ability to develop collaborative relationships with a diverse group of constituents.
- Scientific expertise in nuclear science and engineering, medical isotopes and/or health sciences.
- Strong strategic planning, budgeting, forecasting and business development skills.
- Experience in marketing, sales and commercial operations.
- Experience in production monitoring and analysis in a nuclear environment.
- Experience with Good Manufacturing Practices (GMP).

Important Considerations

- The position requires extensive travel domestically and internationally (minimum of 1 month/annum) to meet with regulators, international customers and industry colleagues.
- The position requires frequent on-call duties and membership on the University's nuclear facilities emergency response team.

Employment Equity Statement

McMaster University is located on the traditional territories of the Haudenosaunee and Mississauga Nations and within the lands protected by the "Dish With One Spoon" wampum agreement.

The diversity of our workforce is at the core of our innovation and creativity and strengthens our research and teaching excellence. In keeping with its Statement on Building an Inclusive Community with a Shared Purpose,

McMaster University strives to embody the values of respect, collaboration and diversity, and has a strong commitment to employment equity.

The University seeks qualified candidates who share our commitment to equity and inclusion, who will contribute to the diversification of ideas and perspectives, and especially welcomes applications from indigenous (First Nations, Métis or Inuit) peoples, members of racialized communities, persons with disabilities, women, and persons who identify as 2SLGBTQ+.

Job Posting Coming Soon

Visit <https://hr.mcmaster.ca/careers/current-opportunities> to apply.