

Paul Lam

Manager, Business Development
Burcon NutraScience Corporation
MBT/MBA Class of 2009



Paul is currently the Manager of Business Development at Burcon NutraScience Corporation. He has been with the company for 10+ years overseeing a number of high-profile projects that led from concept to commercialization of the company's pipeline technologies. He is responsible for developing go-to market strategies, conduct due diligence and contract negotiations with multi-national companies. Building relationships with major industry participants, providing project valuations, IP research, financial modeling and risk analysis to C-level executives are just some of his daily responsibilities. Being in a publicly listed company, he also manages the investor relations and the financing initiatives of the company.

Paul graduated with a B.Sc. in Cell Biology and Genetics from University of British Columbia. Understanding that a B.Sc. degree is nowhere near enough, he pursued graduate studies with the goal of combining his passion for science with the reality of business. The MBT/MBA joint degree program at the University of Calgary provided him with the exact training he needed to succeed in the biotech world. The MBT program provides practical training above and beyond what a research lab in academia can provide and allows the student to be exposed to the business side of pharma and biotech, all of which are invaluable knowledge to have in any industry career. Paul is grateful to have received the Alberta Heritage Foundation for Medical Research (AHFMR) Forefront Studentship Award, which provided him the means to pursue two Masters degrees.

"I really value my MBT/MBA experience and have applied those skills to my everyday job. Many of my projects have cross-functional aspects to them, so without my training, I couldn't have worked alongside R&D, finance, IP, marketing, etc. MBT was basically my 'gateway' to a career in biotech."

Here is Paul's advice to current and future MBT students: "Science is great but it's even better when it can benefit the world. Be that person that brings science to the masses. Learn the industry, learn the business – MBT can give you that. Have fun!"