

## Aoife Collins

Team Lead, Scientific Inside Sales,  
STEMCELL Technologies  
MBT class of 2018

For Aoife, MBT was the perfect choice for graduate studies. She wanted to build on her undergraduate interests in science and business. MBT business courses, specifically tailored to the biotech industry and taught by faculty who offered real world examples from their own careers, allowed her to enter the biotech world. When it came time to deciding her practicum placement, Aoife opted for the position of Business Development Intern with Genome Alberta. She focused on building a business plan for microRNA diagnostics in livestock health through market landscape assessments, communicating value proposition and stakeholder interviews.



Following graduation, Aoife joined the Vancouver company STEMCELL Technologies, as an inside sales representative. Here she helped diverse businesses across North America on a daily basis by optimizing their research in pluripotent stem cell biology. While meeting new and interesting people in pharmaceutical companies, academic labs and hospital research labs, she developed new business opportunities for STEMCELL Technologies. After a year, Aoife transitioned into the role of the Team Lead for STEMCELL Technologies inside sales, and now splits her time between customer interactions and managing her team.

Aoife credits MBT for fostering the technical presentation and business skills needed to launch her career. Her advice to prospective students: “Get involved with the many events and volunteer opportunities MBT provides and make industry connections! Developing your experience within the biotech industry in Calgary can be a great way to apply your skills and build your network.”