

## Business Development Manager (Methane)

Full-time position

Under the direct authority of the department director, the business development manager will play an important role within the team in developing relations with the company's entire client network. The person will have to establish and conclude service and partnership agreements for the methane division, in addition to supporting them in their marketing efforts.

### Our projects include high-end technology such as:

- ◆ Fourier-transform infrared spectroscopy.
- ◆ Metrology and radiometric calibration of infrared cameras with cooled detectors in several spectral bands.
- ◆ High-speed infrared imaging.
- ◆ Remote sensing, identification, and quantification of gases.
- ◆ Identification of materials by infrared reflectometry.
- ◆ Optical systems involved in infrared imaging and their transfer functions.
- ◆ The integration of infrared imaging systems on airborne platforms.

### Your missions:

- ◆ Identify and solicit methane service customers and promote them.
- ◆ Innovate in customer approach techniques to achieve the objectives set in terms of business development.
- ◆ Qualify new business opportunities with the help of key partners by defining and evaluating their specific needs.
- ◆ Organize, prepare, represent and/or conduct presentation visits of methane services to new customers, legislative members or key partners at trade events.
- ◆ In collaboration with the technical team, adapt your proposals to the best customer requirements, while ensuring their compliance with the company's commercial criteria.
- ◆ Participate in the development and execution of the sales and marketing plan.
- ◆ Identify competitors and their respective position in the market.
- ◆ Provide strategic and competitive intelligence on the territory and activities of direct competitors.
- ◆ Build customer loyalty following presentations or visits as well as throughout projects.
- ◆ Analyze with clients the results generated and propose relevant recommendations.

### Required profiles:

We seek the applications of enthusiasts who demonstrate a strong sense of work organization, professionalism and autonomy. The person must be able to target priorities, demonstrate an ability to quickly establish a relationship of trust with the various stakeholders and have a concern for customer service. In addition, they must be able to manage several projects simultaneously while demonstrating a good tolerance for work under pressure. Finally, the candidate must be available to travel and have good communication skills.

- ◆ Have background in international trade or any other relevant discipline.
- ◆ Minimum of five (5) years of concrete work experience in sales in a similar field.
- ◆ Availability to travel inside and outside the country (approximately 10 to 12 weeks/year).
- ◆ Skills in the use of software from the Microsoft Office suite.
- ◆ Be eligible to obtain a security clearance from the Canadian government (secret level).

To submit your application, please send us your application (CV, cover letter) by email to the following address: [cv@telops.com](mailto:cv@telops.com)