



Position: Senior Business Development Manager

About Us:

CENGN is the Centre of Excellence in Next Generation Networks. Our mission is to accelerate the growth of the Canadian Information and Communications Technology (ICT) sector, enabling economic strength and prosperity, as well as innovation and competitiveness in this high-growth global multi-trillion dollar industry.

Through our leading-edge technology infrastructure and expertise, and the creation of a globally recognized ecosystem of partners, CENGN helps Canadian small and medium enterprises overcome commercialization barriers and grow. CENGN collaborates with top ICT multinationals, the public sector, financial institutions, and academic partners, to solidify Canada's leadership in next generation networks for the benefit of all Canadians.

CENGN's ecosystem includes members Bell Canada, Cisco, EXFO, Huawei, Invest Ottawa, Juniper Networks, Mitel, Nokia, Ribbon Communications, Rogers, TELUS, and Wind River. The company also partners with the federal government through the Networks of Centres of Excellence (NCE) and the Ontario government through the Ontario Centres of Excellence (OCE).

What We offer:

- The chance to be part of the growth of a Canadian company driven by providing opportunity for SME Canadian companies to succeed
- The benefit of a small company in a modern setting where your ideas and opportunities for growth are nurtured and encouraged
- The advantage of working with colleagues passionate about their individual contributions to CENGN
- The gain of working with cutting edge and relevant technology
- The opportunity to work in our state of the art physical and virtual multi-vendor, test, certification and validation platform which provides a unique environment to commercialize advanced products, applications and services
- The experience of developing and deploying wired and wireless technologies that are utilized by applications such as cloud, wireless 5G, autonomous vehicles, broadband Internet and cybersecurity

For more information, visit www.cengn.ca

The Opportunity:

We are seeking a highly skilled and motivated individual for the Centre of Excellence in Next Generation Networks (CENGN's) Business Development and Marketing team. Reporting to the VP, Business Development and Marketing, the candidate will serve as a point of contact and authority for the department ensuring optimal service to CENGN's customer base, which includes government funders, CENGN Members, enterprises and service providers as well as Small Medium Enterprises whose products and services CENGN helps to commercialize.

The role will necessitate a mix of strategy, sales account management, business development and a strong network of industry contacts. The ideal candidate will also have a strong technology background combined with an advanced business skillset, preferably having worked at a company focused on advanced networking.

Key Responsibilities:

Due to the rapid evolution of the emerging network technologies for which CENGN is in the forefront; the Senior Business Development Manager plays an important role in the future and growth of CENGN. The candidate will account for the following:

- Identify local, provincial and federal government funding programs, and champion proposal submissions to support CENGN programs, projects, students and members
- Strategize, identify and assist with generating revenue for CENGN services including testing, consulting, and training
- Manage and facilitate value for current industrial and academic members and partners
- Maintain significant independent contact with a wide variety of stakeholders, locally and nationally
- Identify, recruit and foster strategic alliances with potential industrial and academic members
- Produce and deliver customized technical presentations to illustrate CENGN value proposition
- Participate in local, national and international events focused on building the CENGN brand, recruiting new members, partners, SME affiliates and clients for CENGN services

Key Competencies/Qualifications:

- Proven business development experience with documented success
- Demonstrated experience in developing strategic plans and roadmaps
- Documented experience in formal proposal writing, industry and government
- Knowledge of the ICT space with exposure to advanced networking technologies
- Excellent written and verbal presentation skills are a requirement

Education:

- Bachelor's degree in Engineering or Computer Science, or technical equivalent
- Bachelor's degree in Business Administration

Experience:

- Minimum 7-10 years of experience in business or sales environment
- Minimum 3 years of experience in a technical environment

Languages:

- English oral, reading and writing
- French oral, reading and writing would be considered an asset

Interested and qualified candidates are invited to forward their resume in confidence to CENGN by email to hr@cengn.ca. Please use " **Senior Business Development Manager**" as the subject line. CENGN reserves the right to remove this posting without notice.

CENGN thanks all applicants for their interest, however, only those selected for an interview will be acknowledged. CENGN is an Equal Opportunity Employer.