



Position: Business Engineering 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 infrastructure, expertise, and globally recognized ecosystem of partners CENGN helps Canadian small and medium enterprises (SME) 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).

Your CENGN Experience

- Be part of a company driven to help Canadian companies succeed
- A small, dynamic team where your ideas and growth are nurtured and encouraged
- Colleagues passionate about their contribution and impact on our customers and community
- Work with cutting edge and relevant technology on an advanced multi-vendor, test, certification and validation platform which provides a unique environment to commercialize ICT products, applications and services
- Develop and deploy exciting new networking technologies enabling innovative applications for cloud, 5G, autonomous vehicles, broadband Internet, and cybersecurity

For more information, visit www.cengn.ca

The Opportunity:

We are seeking a skilled and motivated individual for the CENGN Business Development team. The candidate will report to the VP Business Development & Marketing and be responsible for sourcing, developing, and qualifying new SME and SME Commercialization projects for execution on the CENGN Data Centre and Cloud Test infrastructure. This position is based in Kitchener-Waterloo. The candidate will be the regional point of contact for CENGN and will maintain excellent relationships with counterparts at CENGN partners including Innovation HUBS / RICS (e.g. Communitech), and OCE to help ensure the overall success of the CENGN mission.

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

Key Responsibilities:

CENGN is delivering services at the forefront of emerging network technologies. Along with the interaction with SMEs, the Business Engineering Manager plays an important role in defining and delivering CENGN's services and will focus on the following:

- Build relationships with SME's to develop commercialization project concepts utilizing CENGN's Data Centre and Cloud Test infrastructure
- Evaluate the business and technical aspects of the project proposals and solutions
- Work closely with SME's, CENGN colleagues, and partners to develop, qualify, and launch new SME projects accelerating commercialization of the new product or service
- Manage the ongoing SME relationship and be the "voice of the customer" within CENGN
- Advance the CENGN commercialization program by identifying new SME projects involving members, partners, SMEs and students
- Participate in relevant industry events focused on building the CENGN brand, recruiting new members, partners, SME affiliates, and customers for CENGN services
- Work with CENGN Customer Solutions Engineering, Engineering, and Marketing teams to identify new CENGN product and service needs

Key Competencies/Qualifications:

- Demonstrated business knowledge in the areas of data centre and cloud infrastructure, internet, wired and wireless technologies
- Understanding of wireless and cellular network technologies e.g., wifi, LTE, 5G networks
- Experience in a professional environment working with public, private, and hybrid cloud technologies
- Ability to follow the trends and understand technical topics in emerging network technologies
- Proven business development experience
- Excellent written and verbal presentation skills are a requirement
- Ability to effectively communicate to both technical team, product management, business development, marketing and executives
- Demonstrated proficiency with online collaboration tools, and CRM platforms

Education:

- Bachelor's degree in Engineering, Computer Science, or related discipline

Location:

- **The position is located in Kitchener/Waterloo**

Experience:

- Minimum 5 years of experience in a business development or sales environment
- Minimum 5 years of experience in a technology company working in an environment involving advanced networking

Languages:

- English oral, reading and writing
- French oral, reading and writing would be considered an asset
- Competency in any other language is also an asset

Interested and qualified candidates are invited to forward their resume in confidence to CENGN by email to hr@cengn.ca. Please use "**Business Engineering Manager**" as the subject line.

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