



Position: VP Programs & Services

About Us:

CENGN is Canada's Centre of Excellence in Next Generation Networks. Our mission is to drive technology innovation and industry growth through our test bed, technical expertise, talent development, and partner ecosystem, to enable economic strength and prosperity as well as innovation and competitiveness for Canada in the high-growth global multi-trillion dollar Information and Communications Technology (ICT) industry.

CENGN collaborates with national and global technology leaders, the public sector, and academic partners, to solidify Canada's leadership in next generation networks for the benefit of all Canadians. Our members and partners are a crucial part of CENGN's operation, providing us with the technologies and support needed to enable our service offerings to Canadian small and medium enterprises (SMEs).

By providing Canadian SMEs with the infrastructure and expertise required to test their products, these growing businesses can overcome commercialization barriers. CENGN provides SMEs with full support of the development, validation, and exposure of their innovative solutions. CENGN also develops talent through co-op and internship opportunities as well as training offerings for professionals.

CENGN's ecosystem includes members Bell Canada, Cisco, EXFO, Huawei, Invest Ottawa, Juniper Networks, Mitel, Nokia, Ribbon Communications, TELUS, and Wind River. CENGN 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 Small & Medium Enterprise (SME) Canadian companies to succeed
- The benefit of an agile 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 an experienced, knowledgeable, and customer-focused leader for CENGN's Corporate team. Reporting to the President & CEO, the Vice President Programs and Services, will be a member of the executive team driving CENGN's strategic mission and vision. This strategic role will be pivotal in the delivery of services to CENGN's customers, and in defining the direction and augmenting the delivery of CENGN's solutions roadmap and professional services.

Key Responsibilities:

The VP Programs and Services will have the following areas of responsibility:

A. Product Management

The role of Product Management is to define CENGN's solutions, services and technology roadmap. Responsibilities include:

- Maintain an in-depth understanding of ICT market trends, technologies, and ecosystem actors
- Define CENGN's strategy and roadmap for new services, solution areas, technologies, and market segments, driven by customer value, sustainable competitive differentiation, and ROI.
- Work closely with internal and external stakeholders (including CENGN Members, Partners, SME clients, and the rest of the Executive team) to define requirements
- Develop business case for investment
- Support and work in close partnership with VP Engineering Operations to define implementation plan and timeline for new services and technologies in CENGN's infrastructure.
- Support CENGN's marketing team with technical marketing content and collateral

B. Professional Services

The VP Programs and Services will be responsible for spearheading the development of CENGN's professional services practice. This will require to:

- Understand in depth CENGN's economic and technical value propositions, and how we can advance innovation and commercialization for our different target stakeholder groups including Members, partners, industry, SME clients, academia, etc.
- Understand in depth the market landscape for professional services, including customer segmentation and competition.
- Develop a strategy and roadmap for new professional services, potentially including training, lab as a service, certification services, consulting, etc.
- Build the business case for revenue and investment in each case, and own the P&L
- Define service descriptions, pricing, channel strategy, partnership requirements
- Engage with lead customers and partners to drive adoption
- Build the team to deliver on the goals



C. Innovation Programs

The VP Programs and Services will spearhead the execution of targeted programs that are part of CENGN's mandate, including:

- Developing ecosystem, programming, and infrastructure strategy with the goal of advancing technology innovation in various vertical industries such as Smart Mining, Smart Agriculture, and others as applicable.
- Developing ecosystem and programming to advance technology & business model innovation to address the challenge of providing broadband internet access to rural and remote communities

In addition to these areas of responsibility, the VP Programs and Services will be a member of CENGN's executive team, and will work closely with the other members of the team to develop CENGN's long term strategy and Annual Operating Plans.

Key Competencies/Qualifications:

- In depth knowledge of ICT market trends, technologies, and ecosystem actors
- Network and solution architecture understanding as well as deep technology knowledge in ICT technologies including Cloud Computing and Data Centers, SDN, NFV, Switching/Routing, security, LTE and 5G wireless, Optical Networks, open source technologies (incl Linux, Openstack, Kubernetes, etc.). (Practical hands-on experience in these technologies would be an asset.)
- Strong customer focus
- "Start-up" company experience and approach – ability to work in a agile, dynamic environment
- Excellent communication skills with ability to abstract and communicate complex content. Collaborative and consultative approach
- Self-motivated learner keen to continually push the bounds of their expertise
- Strong leader, with a commitment to developing team members
- Strong analytical skills, sound judgment, and experience interpreting a strategic vision into an operational model
- Passionate, effective at engaging both inside and outside the organization, with a strong drive to succeed
- Will have executive maturity, personal credibility and a high degree of integrity
- Track record of creating working environments that are based on trust and respect

Education:

University degree in Engineering, Computer Science, or Networking, or equivalent experience.

Experience:

At CENGN, we prioritize practical skills over years of experience. The depth of skill we are seeking in the above technologies would typically be attained as a result of 15+ years of experience.

Languages:

- English oral, reading and writing
- Competency in any other language could be considered an asset



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

CENGN reserves the right to remove this posting prior to the application deadline. CENGN thanks all applicants for their interest, however, only those selected for an interview will be acknowledged. CENGN is an equal opportunity employer.