

C-MAC Electronics Solutions, an international leader specialized in contract manufacturing of electronic assemblies for Automotive, Industrial, Medical and Aerospace industries, is currently looking for a Business Development Manager for a permanent position for its Sherbrooke plant in Canada.

The role of the Business Development Manager (“BDM”) is primarily focused on business growth from new and existing accounts, in accordance with the operational and strategic objectives of the company.

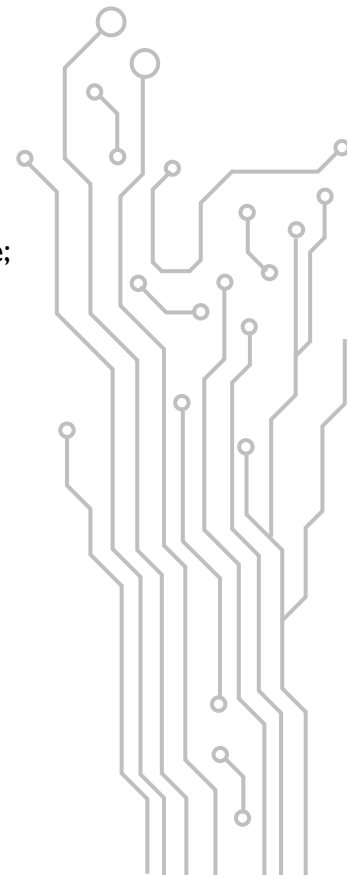
Reporting to the Corporate Sales Director and the Director of Operations at the plant level, the BDM will be teleworking with regular presences at the factory as needed. On a monthly basis, he will be travelling to support BD activities, including customer visits and commercial trade events, primarily in North America.



Business Development Manager

He/she is responsible to:

- Support execution of Strategic the Sales and Marketing Plan to achieve short term and long term revenue goals;
- Promote capabilities and technologies of the company;
- Identify and follow new business leads that fit established customer profile;
- Communicate opportunities effectively to Management;
- Manage the RFQ process and elaborate quote for win proposals;
- Standardize commercial clauses and authorize final price in quotations;
- Negotiate manufacturing service agreement for all major accounts;
- Manage current and new customer relationships, monitoring customer satisfaction and potential business growth;
- Manage Sales Team and interact closely with Customer Platform Managers and Customer Service Representatives.



Competencies:

- Highly developed communication, negotiation and selling skills;
- Strong electronic components and assembly technology background;
- Ability to teamwork with Management and professional staff;
- Bilingual.

Qualifications and Experience:

- Minimum of 5 years of experience in sales and business development;
- Degree in marketing, administration or engineering;
- Formal business qualification in sales & marketing;
- Experience in electronic manufacturing services (EMS) industries.



We offer: A dynamic work environment where teamwork, creativity, continuous improvement and thoroughness are valued. This opportunity comes with a full range of benefits. Our working conditions promote work-life balance, an exceptional atmosphere and challenges that match your talents.

Are you interested?

Business Development Manager

Send your application to

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