



Innovative Infrared Imaging.

Telops Inc., founded in 2000 and located in Quebec City, Canada, is a company specializing in the design and manufacturing of hyperspectral imagers and high-performance infrared cameras for defence, industrial, and academic research applications. Telops also offers research and development (R&D) services for optical systems technology development in order to respond to the specific needs of its customers. We are currently growing, and are seeking a:

## **Business Development Manager**

Permanent position – Home Office

Under the direct authority of the Sales Manager, the candidate will fulfill an important role within the sales team. His role will include the qualification of new business opportunities and the assessment of customers' needs. He should be solution-oriented, offer excellent customer service, and be able to close sales.

More specifically, the candidate is expected to:

- Identify business opportunities as well as potential customers and analyze their purchasing behaviour.
- Prepare proposals in collaboration with the technical team; those proposals are expected to meet the customers' needs and be in accordance with Telops's business criteria.
- Develop and support a network of customers and ensure customer loyalty.
- Identify competitors and their respective market position.
- Represent Telops during trade shows.
- Participate in the development and execution of the Sales and Marketing Plan.

We are looking for passionate salespeople who demonstrate excellent verbal and written communication skills in order to answer questions and provide technical and scientific information to potential. The candidate needs to be able to work alone and must possess excellent sales and marketing skills, be result-oriented, have a strong sense of responsibility, and be organized. In addition, the candidate must demonstrate the ability to quickly establish a relationship of trust with new clients.

The requirements for this job are the following:

- A bachelor's degree in mechanical or physical engineering paired with concrete achievements in the optics and photonics field.
- A minimum of five (5) years of practical work experience in a similar position.
- Availability to travel up to 30-35 % of the time.
- Eligibility for a SECRET Facility Clearance.
- Computer skills (Microsoft Word and Excel) and Salesforce.

In order to submit your application, please send your resume as well as an application letter, please submit your resume at the following address: [cv@telops.com](mailto:cv@telops.com).