



L'imagerie infrarouge innovante.

Since 2000, Telops Inc., located in Quebec, Canada, has excelled in the design and manufacture of high performance hyperspectral imagers and infrared cameras for the academic, industrial and defence research sectors. Operating in the main world markets (North America, Europe, Asia, Middle East) Telops also develops R&D projects in optical systems technology in order to meet the specific needs of its customers. As part of our growth, we are looking for a :

## **Scientific Business Development Manager – East Coast USA**

Full-time position

Under the direct authority of the Sales Director, you develop scientific sales. Your function includes qualifying new business opportunities and assessing customer needs. Curious and able to propose new solutions, you offer an excellent customer service and close the sale files.

### **Your missions :**

- Identify and solicit potential customers and promote Telops products and services;
- Qualify new opportunities by defining and assessing the needs of prospects and personalizing business proposals;
- Organize, prepare, and perform presentations / demonstrations of Telops products and services to new customers or at commercial events;
- In collaboration with the technical team, adapt your proposals to the best customer requirements;
- Participate in the development and execution of the business strategy;
- Identify the competitors and their respective position in the market;
- Ensure a strategic and competitive watch on your territory;
- Develop and animate your distribution network;
- Retain customers following presentations or visits as well as throughout projects;
- Analyze with clients the results obtained and propose relevant recommendations.

### **Required profiles :**

You are passionate about the applications of our applications and demonstrate a great sense of initiative and the ability to work independently. Endowed with a spirit of listening and a strong sense of responsibility, you demonstrate professional organization and maturity in order to follow your files with rigour. Travel represents a minimum of 35% of your agenda.

In addition, you must reside near an international airport. Higher technical / scientific training in engineering school or university, you have a minimum of five (5) years successful experience in a similar technical sales function.

In order to submit your application, please send us your application (CV, cover letter)  
by email to the following address : [cv@telops.com](mailto:cv@telops.com)