



L'imagerie infrarouge novante.

## Scientific Business Development Manager – Mid/East Coast USA

Full-time position

Under the direct authority of the Sales Director, you will develop scientific sales in the Mid/Est USA region. 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.

### Our projects include high-end technology such as:

- Fourier-transform infrared spectroscopy;
- Metrology and radiometric calibration of infrared cameras with cooled detectors in several spectral bands;
- High-speed infrared imaging;
- Remote sensing, identification and quantification of gases;
- Identification of materials by infrared reflectometry;
- Optical systems involved in infrared imaging and their transfer functions;
- The integration of infrared imaging systems on airborne platforms.

### Your missions:

- Identify and solicit potential customers as well as promoting Telops products and services;
- Find new opportunities by defining and assessing the needs of prospects and personalizing business proposals;
- Follow and develop the complete sales cycle, identifying, qualifying, developing and closure.
- Be responsible of sales forecasts and achieve sales objectives.
- Be able to create and follow up yearly sales plan.
- Organize, prepare, and perform presentations / demonstrations of Telops products and services to new customers or at commercial events and trade shows;
- 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 infrared imaging technology, demonstrate a great sense of initiative and have 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 airport hub in Mid/Est USA. You must have a higher technical / scientific training in engineering school or university and have a minimum of five (5) years successful experience in a similar technical sales function. Training or experience in the infrared imaging industry is an asset. You must be English-speaking and have a perfect command of office tools.

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)