



SPACE & DEFENSE BUSINESS DEVELOPMENT DIRECTOR

TO SIMPLIFY THE TEXT, WE WILL USE THE MASCULINE FORM

We are :

Nüvü Camēras Inc. is a high-tech company that manufactures and develops ultra-sensitive imaging solutions for applications on Earth and in space. Building on innovations developed for space exploration, Nüvü Camēras' expertise now meets the demanding needs of the defense sector.

Based in a part of Montreal that is highly valued by its employees, the company has demonstrated its expertise through its highly cited publications, its many renowned international clients, and its partnerships in cutting-edge innovation in technology and science. Recognized as a global leader in photon-counting imaging, Nüvü Camēras is experiencing growth and is looking to expand its dynamic, creative, and professional team.

You are :

Insatiable to develop and execute growth plans in the aerospace & defense sectors ?

Known for your ability to build and maintain strong relationships with key clients, industry partners, and government officials ?

Interested in contributing to the success of a cutting-edge SME by identifying new business opportunities and turning complex initiatives into commercial successes ?

Do you have the following skills ?

Self-motivated and results-oriented;

Organizational skills, independence, and attention to details;

Ability to work on multiple projects at the same time;

Analytical skills combined with a creative mindset;

Communication and synthesis skills;

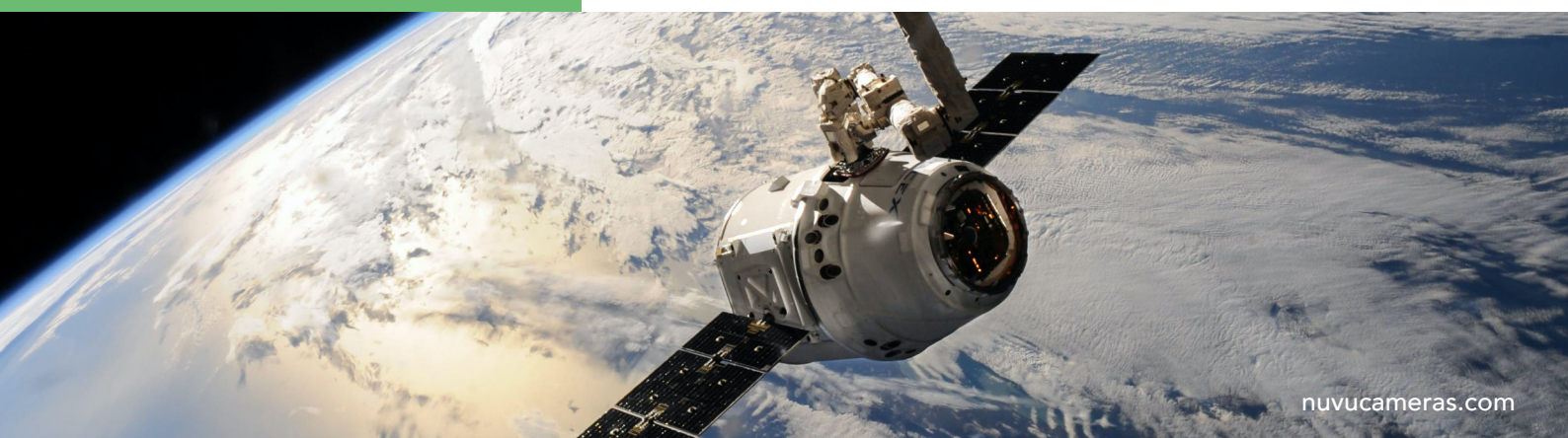
Interpersonal skills;

Recognized for his leadership;

A strong interest in innovation;

Excellent presentation, writing, and negotiation skills.

Then, this space & defense business development director position may interest you!



Position summary :

The role of the new resource is to accelerate the adoption of our imaging solutions in the aerospace and defense sectors. To boost the company's sales and increase its revenue, the ideal candidate will identify and develop opportunities, establish and maintain relationships with existing customers, target key partners, and help secure contracts and strategic partnerships that will drive growth.

To thrive throughout the entire lifecycle of an innovative company, the candidate must demonstrate excellent prioritization skills, be recognized for the strength of their proposals and their keen sense of customer satisfaction, while also being able to maintain a broad perspective on the company, its market, and potential business opportunities. Reporting to the CEO, this position will require a solid understanding of our imaging technologies to ensure the seamless integration of business operations and the global deployment of our unique expertise.



Specific Responsibilities :

- Lead and contribute to the development of proposals;
- Establish, develop, and maintain strong relationships with agencies or departments in the aerospace and defense sectors, their key suppliers, and research partners;
- Generate and qualify leads, then convert them into projects or contracts;
- Track and manage opportunities from the initial contact and project definition through to award, contract execution, and implementation;
- Negotiate collaboration agreements, partnerships, and strategic initiatives to accelerate sales growth;
- Develop compelling presentations and responses to requests for proposals;
- Represent the company at conferences, trade shows, and business meetings;
- Work closely with the technology development director to tailor solutions to customer needs and market requirements;
- Coordinate and support field demonstrations and industry events;
- Improves the quality of marketing and communications materials;
- Participate in certification processes and compliance requirements.

Education and experience :

A minimum of 5 years of experience in sales to government or military entities or their major suppliers, and proven experience in managing public sector procurement processes and formal responses to requests for proposals (RFPs).

Experience in selling imaging systems related to the defense or space industries is a significant plus.

Terms:

Full-time, permanent position with a flexible daytime schedule from Monday to Friday at approximately 37.5 hours per week;

Fixed salary depending on profile;

Competitive group insurance;

Innovative eco-responsible environment with qualified and passionate colleagues;

Strategic location at the junction of Griffintown, the Old port and Downtown Montreal neighborhoods, offering easy access for bicycles (bike path and shower available) and pedestrians, with proximity to all types of public transit (subway, bus, train, REM, Bixi);

Access to ETS privileges such as sport center, cafeteria, parking, discount at local restaurants and stores, etc.

Memorable social activities.

If this position interests you, please send your Curriculum Vitae and letter of intent to careers@nuvucameras.com.

We ask that candidates withhold from calling, as the numerous applications received do not allow us to respond to everyone.

We thank you for your interest and will contact you if your application is successful.