

Job posting:

Strategic Marketing Analyst

Exonetik, a scalable startup with a very strong potential offers a business model comparable to startups from the Silicon Valley or major North American cities. Convinced from day one that their vision would change the world, its founders have given themselves the mission to revolutionize human-machine interactions. They do not simply strive in earning a living, but in creating substantial value for all the stakeholders.

Persuaded that success requires teamwork, Exonetik hires the best and the brightest candidates, offering them competitive salaries and benefits and participation in a stock ownership program in exchange for their expertise in developing its patented technology of mechanical actuators using magnetorheological fluids. This technology will generate products with revolutionary features in many sectors such as aeronautics, automotive, sports, robotics, virtual reality and consumer products.

Description:

Working closely with management, you'll be in charge of analysing new market segments and will work on developing the business strategy. Join a team of motivated people who are among the best in their field and who concentrate in developing world changing technologies and products!

Qualifications & Skills:

- ❖ Bachelor degree in commerce, marketing or any other equivalent experience
- ❖ MBA an asset
- ❖ 5+ years of related experience
- ❖ Bilingualism (spoken & written).
- ❖ Ability to work under pressure
- ❖ Able to lead various projects simultaneously
- ❖ Organized & motivated by new challenges
- ❖ Able to analyse and set costs to international markets.
- ❖ Knowledge of commercialisation channels/models
- ❖ Able to synthesize information and present it clearly
- ❖ Great communications skills
- ❖ Interest in technical sales
- ❖ Experience in customer relation management
- ❖ Willingness to travel (occasionally)

Role & responsibilities:

- ❖ Analyse the different market segments related to the technology.
- ❖ Assist in the development of high-level strategic plans in order to fully seize potential growth opportunities
- ❖ Assist with the identification, evaluation and execution of strategic initiatives.
- ❖ Conduct research of secondary data
- ❖ Monitor and coordinate business intelligence activities. Identify and analyze emerging trends and business opportunities and assess how it could impact current business activities
- ❖ Identify potential partners/customers in different market segments.
- ❖ Recognize market opportunities thanks to a deep knowledge of market conditions.
- ❖ Participate in various stages of product development and offer support for the findings of market research and customer needs.
- ❖ Organize and/or participate in trade shows and other promotional events

Benefits:



Motion Redefined
Competitive salary



Flexible working schedule: Mon-Fri



Permanent - full time



Employee Stock Ownership Plan



Group RRSP



Group Insurance (Employer paid)



Continuous training program



Choose your own gear policy



Collaborative environment



THE best coffee in town!

Visit our website to learn more about our Company and to know more about our great stimulating work environment!

<http://www.exonetik.com/careers/>

To submit your application, please send it to hr@exonetik.com