

Strategy & Business Development Specialist

You are looking for an exciting career in a scalable startup located in the beautiful Eastern Townships developing a technology platform worthy of the Silicon Valley? You would like to explore a wide range of sectors, develop new market segments and establish a global export strategy? Join a motivated team of experts who are the best in their respective fields and use your expertise to take on stimulating challenges!

RESPONSIBILITIES

- Analyse different market segments related to the technology.
- Identify and analyze emerging trends and business opportunities and assess how it could impact current business activities.
- Collect technical information related to product development.
- Constantly monitor competing products, innovations and similar businesses on the market.
- Assist in the development of high-level strategic plans to fully seize potential growth opportunities.
- Assist with the identification, evaluation and execution of strategic initiatives.
- Organize and/or participate in trade shows and other promotional events.
- Identify, approach and organize meetings with potential partners/customers.
- Participate in the negotiation of licenses with major partners.
- Identify and write funding applications for business development.
- Coordinate and perform marketing activities.

IDEAL CANDIDATE

- Bachelor degree in Business Administration (or other equivalent diploma)
- MBA or Master's Degree (asset)
- Bilingual - spoken and written
- Great communications skills - spoken and written
- Willing to travel occasionally (Canada & Intl)
- Interested in high level technologies
- Thrive on challenges
- Great autonomy and excellent initiative
- Good sense of organization
- Great skills for analyzing and quantifying international markets
- Able to understand the different business models
- Ability to work under pressure and lead multiple projects simultaneously



MAIN BENEFITS



Competitive
Salary



Employee Stock
Option Plan



Registered Retirement
Savings Plan



Paid
Insurance



Flexible
Schedule



The BEST Coffee
in Town!



Social Club
& Activities

Send your application to hr@exonetik.com

We strongly encourage applications from women, Aboriginal peoples, persons with disabilities and members of visible minorities.



Exonetik

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