



Business Development Manager, Test & Measurement

Position Description

As an XSENSOR Business Development Manager you will be selling innovative pressure imaging solutions. We are a market leader in the Automotive and Industrial sector with a global presence. You will have the responsibility of growing the business with new customers and markets as well as supporting our impressive current customer list in the Automotive, Aerospace and Industrial market segments.

Your customers will be design and test engineers from some of the worlds most recognized brands. Knowledge of the market, applications and strong relationships with customers and distribution partners are essential to success in the role.

Selling pressure imaging solutions is very hands-on and you will be expected to be a leader in product knowledge and communicating customer needs. You will be directly involved in the introduction of new innovative products by engaging key customers.

Responsibilities

The Business Development Manager is responsible for:

- Identify, develop and execute sales plan that increases market share in new and/or existing market base.
- Maintaining an in-depth knowledge of XSENSOR products. .
- Managing a lead portfolio of inbound requests, developing quotations and proposals.
- Establish and build personal relationships with channel partners and external customers
- Promote XSENSOR products to potential customers via direct sale, tradeshow, or through channel partners
- Maintain awareness of developments within the Automotive and Industrial market, to provide feedback on customer issues, competitor activities, pricing trends, and marketing initiatives.
- Provide technical assistance and training as required to channel partners and customers.
- Maintain accurate and complete territory and account data within salesforce CRM system
- Frequent domestic and international travel required (up to 50% of time).

Accountabilities

The Business Development Manager is accountable for:

- Delivering sales quota and development of new opportunities
- Keeping accurate and up-to-date records of all opportunities in Salesforce CRM system

+800-5913-4444 (International)
1 866-927-5222 (North America)

133 12 Avenue SE
Calgary, AB T2G 0Z9 Canada

Education and Experience:

- Bachelor's degree in Business or Engineering
- 3+ years related experience and/or training

Computers and Technology

- Proficient with MS Office Suite (Word, Excel, PowerPoint & Outlook)
 - Working knowledge of Customer Relationship Management (CRM) System
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