



Join our team!

# Business Development Operations and Enablement Manager



CENGN is Canada's Centre of Excellence in Next Generation Networks. Our mission is to drive innovation and adoption of advanced networking technologies in Canada through our Living Labs and advanced networking infrastructure, technical expertise, talent development, and partner ecosystem, enabling the digital transformation and competitiveness of Canadian industry and the commercial growth of Canadian digital technology solutions.

This year, CENGN celebrates its 10th anniversary of delivering significant impact and growth for Canada's innovation ecosystem: enabling the commercial growth of 100s of small and medium enterprises (SMEs), training 1000s of individuals in industry-coveted advanced networking and cloud skills, and maintaining a >10:1 ROI for our funders.

With the digital transformation opportunity valued at over \$200 billion in Canada, it is clear the new competitive landscape is being driven by digital innovation and the ability to integrate this technology across industries. Join our team, as we work with our ecosystem of technology, innovation, government, and academic partners to build Living Lab testing infrastructure and deliver services that accelerate the testing, validation, demonstration, commercialization, and adoption of digital innovation across Canada.

For more information, check out: <https://www.cengn.ca>

## The CENGN Advantage



### Career Development

An agile company in a modern setting where your ideas and opportunities for growth are nurtured and encouraged



### Canadian Innovation Support

Be part of an organization that drives digital by providing Canadian start-ups and scaleups as well as tech students and professionals the ability to succeed



### Great People

The advantage of working with colleagues passionate about their contributions and united under the same mission



### Work Where You Work Best

Remote or hybrid options to suit your individual professional and personal needs

### Benefits

- Attractive and Competitive Group Benefit Plan
- Phone plan reimbursement
- Employer paid RSP contribution with no matching requirement

### Wellness and Development

- Annual fitness and training and development allowance
- Wellness webinars, lunch and learns, and social events

### Vacation and Time Off

- Three weeks vacation plus personal and sick days
- Annual Christmas shutdown

## The Opportunity

Do you have a background in technology and have experience working with startups and SMEs?

We're seeking a dynamic and experienced **Business Development Operations and Enablement Manager** to join our Marketing and Business Development team. This individual will help advance CENGN's mission in advanced networking technologies by contributing to strategic initiatives, market research, program execution, business development enablement, and performance analysis.

**Location:** British Columbia and Quebec

**Salary:** \$90,000.00 - \$110,000.00



### Key Competencies/Qualifications:

- Collaborated closely with key stakeholders to ensure seamless project launches and effective communication of lab services within the client ecosystem.
- Identified and recommended business process improvements and performance gaps, proposing actionable solutions and partnering with internal teams to implement improvements.
- Supported market launches by preparing and empowering business development teams to understand and promote service offerings.
- Managed business development documentation including project applications, operating procedures, and best practices, ensuring the team stays well-informed and follows established processes.
- Fostered strong relationships with internal and external stakeholders to deliver large-scale programs.
- Coordinated promotional events with marketing teams and channel partners to enhance visibility and drive engagement.
- Developed and analyzed business development reports, providing insights for enablement, quarterly updates, and KPI tracking.
- Conducted market research and analysis to segment target markets, identify emerging needs, and uncover growth opportunities.
- Utilized modelling and analytics to support new product/service development and optimize pricing strategies.
- Demonstrated excellent written and verbal communication skills with the ability to present complex solutions clearly and persuasively to both technical and non-technical audiences.

### Additional Qualities

- **Customer-Centric:** A commitment to understanding and addressing customer needs, ensuring a high level of satisfaction and long-term loyalty.
- **Curiosity & Learning:** A deep curiosity and willingness to continuously learn and stay up to date with the latest industry developments and technological trends.
- **Team Collaboration:** Ability to work effectively with cross-functional teams, ensuring alignment on customer needs, product offerings, and sales objectives.



### Education:

- Bachelor's Degree



### Languages:

- English oral, reading and writing
- Competency in French would be considered an asset

Interested and qualified candidates are invited to forward their resume in confidence to CENGN via [CENGN's Application Portal](#).

**Follow us!**



**CENGN reserves the right to remove this posting prior to the application deadline. CENGN thanks all applicants for their interest; however, only those selected for an interview will be acknowledged. CENGN is an equal opportunity employer.**