



Join our team!

Technical BD Manager - Canada West



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 start-ups and scale-ups?

We're seeking a dynamic and experienced **Technical Business Development Manager** to join our Marketing and Business Development team. This role will focus on driving CENGN programs and services, with a particular emphasis on wireless, cellular networks, cloud computing, and emerging technologies. The ideal candidate will possess a strong background in consultative selling, a deep understanding of network technologies, and a proven track record in driving business priorities through customer engagement, market research, and strategic business development.

Location: British Columbia or Alberta (Remote)

Salary: \$127,000.00 - \$137,000.00



Key Competencies/Qualifications:

- 5+ years of technology-related business development experience, particularly in enterprise solutions.
- Experience building a broad network within the Canadian innovation ecosystem to identify and connect with potential industry, entrepreneurs, and relevant organizations.
- An active listener with proven success in utilizing methodologies such as consultative, solution-based, and value-based selling to meet customer needs.
- Strong understanding of wireless technologies, cloud services, AI, DevOps, with the ability to translate complex technical concepts into clear value propositions.
- Proven ability to develop and implement strategic business development plans to foster new public and private investment opportunities, expand markets, and enhance impact.
- Experience performing market research and analysis to stay informed about industry trends, regional ecosystem developments, market sector challenges and priorities, as well as emerging technologies and services.
- Experience planning and organizing call for proposals, workshops, and network events.
- Represented companies at industry events, conferences, and trade shows to showcase corporate value proposition and success stories, while identifying emerging trends and developments.
- Utilized CRM tools to manage engagement activities, track client interactions, and maintain key contact information.
- Exceptional written and verbal communication skills with the ability to present complex solutions clearly and persuasively to both technical and non-technical audiences.
- A proactive, results-driven approach with the ability to work independently and as part of a team.
- Must be willing to travel.

Qualifications continue on next page



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.



Languages:

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

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

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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.