



Business Development Manager (Montreal Area, Canada)

Potential Remote position – international applicants are welcome to apply

Company

Vera Inkjet, 151 Alston Avenue., Point Claire, QC, H9R 5V9

The primary business activities of Vera Inkjet are the Experimental Development and Manufacturing of aqueous (water-based) inkjet inks. Our products are specifically created to target high-volume, high-margin markets such as the aqueous Large Format Printer (LFP) market and the Direct to Garment (DTG) market. We are the only company in Canada dedicated to the research, development, and manufacturing of aqueous inkjet inks.

The role

This is a full-time job and is a great prospect if you are:

- looking for a unique opportunity to work with a growing and dynamic company
- passionate about business development, executive sales, networking, and client management
- detail-oriented, with a strong willingness to learn and grow

Job Description

You will be reporting to the Executive Management while accomplishing the following key responsibilities:

- Develops customer intelligence and recommends customer strategies and channel approaches that drives sustainable revenue growth
- Identify strategic business and OEM opportunities through continuous analysis of competitive environment, industry developments, innovations, and customer trends
- Develops and maintains the customer pipeline; prepares market reports for management
- Supports the organization to win new business and formulate deal structure and terms and conditions
- Establish, grow and maintain long term client partnerships
- Manage inquiries and business opportunities through presentations, proposals, RFP responses, and other mechanisms – including agreement negotiations
- Work closely with management, finance, shipping and logistics, and research and development department to ensure accurate reporting and analytics that enable proper decisions
- Manage logistics and operations
- Be the voice of our customer into all levels of our organization



Qualification required

- Master's in Marketing, Advertising, Business Management or related field with an interest in science
- Ph.D or Master's in Chemistry, Chemical engineering or related field with an interest in business
- Ability to travel internationally

Experience required

- Experience in business development and client management at executive level
- Experience in project management, logistics and operations, team building and leadership
- Fresh graduates are also welcome to apply

Skills required

- Excellent knowledge of MS Office Suite, Outlook & Internet applications
- Strong analytical and problem-solving skills
- Logistics and operations
- Project management (from conception to completion)
- Outstanding communication (written and oral), presentation and interpersonal skills
- Self-motivated with critical attention to detail, deadlines and reporting
- Bilingual is preferred

Your behavioral competencies

- Professional ethics
- Independent worker who is at ease in a peer system
- Commitment
- Creativity
- Achievement-oriented
- Analytical mindset
- Enthusiasm
- Ability to multi-task effectively

If you think that you will be a good fit for the position, please email your CV at:

careers@verajet.com