LeddarTech®

DIRECTOR – APPLICATION AND SALES ENGINEERING

Location : 4535 boul. Hamel #240, Québec (Québec

OVERVIEW :

The Director – Application and Sales Engineering is responsible for coordinating all the technical initiatives of the application and sales engineering team. He or she will be the sales team's main point of contact for all technical information and act as the bridge between his or her team and other departments involved in customer projects. The Director – Application and Sales Engineering will also manage the team's human resources in order to achieve its objectives.

SPECIFICALLY:

Coordinate the technical initiatives of the application and sales engineering team

- Plan, organize, coordinate, manage and follow up on the team's initiatives in order to optimize results
- Analyze and manage priorities with respect to team and company objectives and, if required, perform changes to priorities based on the sales strategy
- Develop a framework and processes to guide the application and sales engineering team in its interactions with the sales team as well as define the roles the team plays in the sales process; develop tools to achieve results
- Manage custom product development projects for our clients, within a matrix environment and by including the engineering, sales and product management teams
- Act as the technical reference for the sales team and ensure the proper planning, management, structure and prioritization regarding requests for product improvements, issue resolution (bugs, etc.) with the product management, R&D and production teams.
- Develop comprehensive technical proposals for clients, including detailed timelines, project scope and deliverables and limitations.

Team management and establishing KPIs

- Participate in updating the application and sales engineering team's objectives and results
- Participate in the recruitment process and plan new employee training
- Coach the team on a weekly basis and establish KPIs
- Manage and prioritize the team's work
- Participate in technical reviews of opportunities and develop technical and business proposals with the company's account managers and technical teams
- Hold weekly meetings with the application and sales engineering team to determine what priority projects and tasks

WE ARE LOOKING FOR A CANDIDATE WITH THE FOLLOWING PROFILE:

REQUIREMENTS:

- Bachelor's degree in Engineering, with a major in Optics or Embedded Electronics
- 10 years of experience as an application and sales engineer and 5 years of experience in managing application and sales engineers
- Excellent strategic and analytical skills; ability to foresee trends and have a clear vision of which orientation the company should take
- Customer-oriented, the ideal candidate can develop positive, long-term business relationships
- Unparalleled organizational skills; ability to optimize resources and improve efficiency to achieve objectives
- Bilingual – English/French (A MUST)

CONTACT

Please send your cover letter and resume to Ms. Marie-Pier Fortier at: rh@leddartech.com

Only selected candidates will be contacted for an interview.

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