

## Business Development Manager

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For over 40 years ISE has been a world leader in the production of manned and unmanned underwater vehicles. We place great emphasis on developing equipment to meet the specific requirements of each clients' unique mission. ISE's skilled and agile team of Engineers and Technicians produce customized, mission driven vehicles that vastly out perform *off the shelf* solutions in less time and at lower costs.

ISE offers a competitive compensation and benefits package, flexible working hours and a unique work environment. If you are passionate about the Earth's oceans and the technology that enables their exploration – we would love to hear from you.

### Job Description

ISE is seeking a Business Development Manager to join our team. The successful candidate will provide vision and guidance to our Sales and Marketing Group. This is a full-time position based at our facility in Port Coquitlam, British Columbia, Canada. The ideal candidate will possess a unique combination of business and technical skills. Their priority is to acquire new customers and grow relationships with existing customers. This role is crucial for ISE to expand and diversify its clientele base.

### Responsibilities

- Develop, communicate and execute ISE's business strategy to drive growth
- Generate sales leads
- Maintain and grow existing relationships
- Identify market trends and new operational requirements
- Develop sales targets and ensure those targets are met
- Translate clients' mission goals to technological solutions
- Manage the creation of proposals and tender responses including creating budgets with the help of the engineering and accounting teams
- Develop and maintain marketing material for web, social media, print and video
- Mentor and grow ISE's sales and marketing team
- Manage a team of internal and external resources
- Become the face of ISE, representing the company at tradeshow and media events
- Advise our engineering team on potential opportunities and areas to direct R&D
- Deliver presentations and papers at public events and conferences

### Basic Qualifications

- Undergraduate degree in Business and/or Engineering
- 7 to 10 years of sales, marketing or business development experience

### Preferred Skills and Experience

- MBA or other masters level degree
- 15+ years experience in a Business Development role in the UUV industry

## Additional Requirements

- Exceptional verbal and interpersonal communication skills
- A polished and captivating public speaker
- A proven track record negotiating and closing deals
- Work under pressure and tight deadlines
- High level of competency with all Microsoft Office software products
- Organized and detail oriented with the ability to manage many simultaneous projects
- Strong writing skills, demonstrating the ability to communicate complicated and highly technical information to multiple audiences
- Domestic and International Travel 25-50%
- Must be eligible to work in Canada
- Must be eligible to obtain enhanced reliability security clearance

## To Apply

Please **do not** telephone.

Submit resume and cover letter to:

Hiring Manager: [careers@ise.bc.ca](mailto:careers@ise.bc.ca)

ISE is an equal opportunity employer. ISE considers all applicants for employment without regard to race, color, religion, sex, national origin, age or disability in accordance with applicable federal, provincial, and local laws.