



Nexteq Navigation

Marketing/Sales Director

Nexteq Navigation is a leading designer and developer of satellite based positioning and navigation systems based in Calgary, Alberta. Due to increased market demand, Nexteq is seeking to expand its marketing and sales team to take advantage of its opportunities.

The successful candidate will lead the Marketing and Sales Group and will be a key contributor to the success of the company.

Responsibilities:

As leader of the Sales team, the successful candidate will be responsible for planning, establishing and directing the marketing and sales activities of the company including advertising and public relations. Specific responsibilities will include:

- Develop sales, marketing and promotional plans
- Conduct market analysis and develop strategies for generating new sales opportunities.
- Evaluate potential dealership and business partnership opportunities
- Prepare and submit plans, budgets, progress reports and annual sales reports
- Establish sales target and create incentive programs for the Sales team to meet quarterly and annual sales target
- Create sales campaigns focused on communicating and nurturing relationships with customers, and driving repeat sales
- Receive customer feedback for use in improving existing products and generating new product concepts
- Develop presentations for clients and partners and travel to meet with potential clients, customers, partners, dealers and distributors.
- Other sale and marketing duties

Education and Qualifications:

The ideal candidate will have:

- A degree from a post-secondary institution (preferably in the field of business)
- A minimum of 5 years proven experience in business development and sales
- Excellent oral and verbal communication skills
- Excellent negotiation, presentation, organizational and multi-tasking skills.

Previous experience with satellite positioning products and strong network of connections will be an asset.

Application

Please forward your resume via email to:

Human Resources
Nexteq Navigation Corp.
hr@nexteqnav.com