

SALES DIRECTOR

As a global leader in the field of Air Traffic Control (ATC) and airport infrastructure, Intelcan designs, manufactures and integrates Communication, Navigation, Surveillance and Air Traffic Management (CNS/ATM) solutions. Are you a dynamic team player willing to help us drive success in a fast-paced industry? If so, we want to hear from you.

Intelcan Technosystems Inc. is seeking an independent self-starter, to join its Sales & Marketing Department. As a Director of Sales, you will build strong relationships with clients based across South and Central America, identify real air navigation and airport infrastructure opportunities, create cost effective solutions and close sales.

Duties and Responsibilities

- Identify opportunities within the territory
- Develop strong relationships with international Air Navigation Service (ANS) providers and airport authorities at multiple levels and create winning account strategies.
- Establish in-country representatives and partners
- Identify turnkey solutions to meet specific needs
- Develop a strong proposal strategy and create innovative proposals to meet customer performance requirements and financial capabilities. Manage the preparation of the proposals by the team in Canada.
- Communicate company capabilities and proposal benefits to customers
- Work with customers to optimize solutions and benefits
- Close contract negotiations with international airport authorities and government agencies and departments.

Qualifications and Requirements

- Strong background in closing sales with international customers with a minimum of 10 years sales experience
- Strong technical background in the area of aeronautics, electronics or telecom with either a Degree or Technical Diploma
- Experience and strong background in international sales in the field of CNS-ATM (Communications, Navigation, Surveillance and Air Traffic Management)
- Strong background and familiarity with ground based aeronautical products including VHF/UHF-AM, MW and HF radio equipment, VCCS, NDB, ILS, DME, VOR, MSSR, PSR, PAR, AMHS, RDPS, FDPS and others.
- Excellent written communication with a demonstrated ability to write technical and commercial proposals
- Proven sales record in transitioning nations
- Experience with territory planning, key account planning, and opportunity closing
- Experience selling integrated system solutions
- Experience with customer relationship management
- Experience dealing with multiple levels of International Governments and Air Navigation Industry Organizations
- Excellent presentation and communication skills
- Strong contract negotiations techniques
- Multilingualism would be considered an asset (English, French, Spanish, Arabic, and others)
- Must be able to pass and maintain a top security clearance

We thank all applicants; however only those selected for an interview will be contacted.