



## Market Development Agent

**Technimount System's** Sales and Marketing Department, a division of Technologies CGC Inc., needs you to support its operations in the indicated sectors. You will assist the senior manager and other specialists in planning and developing markets, provide opportunities for the various parties and distribution network managers concerned. As the job title indicates, you will support management's activities, planning and development, in regards to the company's objectives and requests, as well as activities for various departments. Your responsibilities include many tasks, depending on the company's objectives in its three (3) markets.

**Position type:** Full-time, 40hrs/week , permanent

**Salary:** To be discussed

**Start date:** As soon as possible

**Job location:** Québec (Ste-Foy) – Possible occasional traveling in Canada and the US

### Company Description:

***Technimount System**, a young and dynamic company, sells, develops and markets deployment and mounting systems for medical equipment that can be adapted to different brands of defibrillators, ventilators, pumps and other medical devices used in hospitals, pre-hospital emergency services or military environments, in order to make medical equipment safe in transport.*

*Our strength lies in our knowledge and understanding of our client's needs, finding solutions adapted to the medical field's requirements. We design our products based on our clients' ideas or products they already use and wish to modify.*

*The **Technimount** team is comprised of experienced staff from the fields of engineering, machining, design, management, sales and manufacturing of various products, putting their vast expertise to use to satisfy the industry's and market's standards.*

*Our products are distributed through a network of distributors and manufacturer's agents, serving Canada, the Americas, along with Europe.*

### Tasks & Responsibilities:

Under the supervision of the senior manager, the market development agent:

- Supports Marketing and Sales management in all of the division's commercial activities

- Establishes specific client lists for each market
- Cooperates in the sales process by providing specific strategic information
- Supports the manufacturer agents' team and distribution network through information management
- Participates in the creation of sales tools, in cooperation with Marketing
- Supports events organized by Technimount (Press conference, announcements)
- Contributes to and supports the Sales division's activities related to conventions, consumer and trade shows (Canada & US)
- Identifies targeted markets as well as influencer bodies
- Ensures project follow-ups with the various parties concerned
- Produces and analyze reports related to reps' /distribution network's monthly sales reports
- Writes in French and English various texts and letter for different collaborators
- Formats and corrects various training and reference documents
- Coordinates certain OEM, SPU and hospital clients' needs
- Any other related tasks

**Job requirements:**

- Bilingualism (French/English) is mandatory; Masters spoken and written
- Specialized training, cégep or university degree in administration or another relevant field
- Experience in management, sales or marketing coordination (an asset)
- Proficiency in Microsoft Office Suite, Dynacom accounting software or similar
- Considerable aptitude for research, analysis, strategic thinking and synthesizing information
- Great autonomy, is well-organized, priority-driven, has aptitude for managing several projects at the same time and working under pressure
- Experience in sales or in the field of healthcare or ambulance services will be considered an asset

**General skills:**

- Leadership
- Critical thinking
- Expertise development
- Produces results
- Initiative

**Send your CV to:**

[accounting@technimount.com](mailto:accounting@technimount.com) or by fax: 1.855.339.6351

**Only the selected candidates will be contacted.**