

## Position to be fill

### Job summary

Under the supervision of the Director of Business Development - Americas, the sales engineer will be responsible for overseeing the development and growth of profitable new businesses for the sale of equipment and powders for surfacing, additive manufacturing and other industries. The incumbent will ensure sales growth through the management of his business development activities and ensure that objectives are met according to the organizational strategy.

### ROLES AND RESPONSABILITY

- Lead various business development activities for North America (current and emerging markets);
- Develop, review and report its business development activities (including detailed visit reports and create / manage / maintain organizational tracking documents via CRM or other), competitor information and review and analysis of markets;
- Support the development of new products, support devices and other initiatives that create and deliver value to Tekna's customers and managers;
- Ensure business development, promotion and effective promotional planning;
- Support and help implement operational improvements;
- Prepare, present and maintain sales budgets;
- Support the entire process of management and corporate decision-making to ensure that the organization maximizes its profitability;
- Maintain and develop Tekna's organizational culture, values and reputation in the markets and with its employees, customers and suppliers.

### REQUIREMENTS

- Bachelor's degree or Master's degree in engineering physics, chemical, mechanical or other related field;
- Knowledge and experience in plasma, materials and powder industry (an asset);
- Autonomous, organized, motivated and result-oriented person;
- Is able to build strong business relationships;
- Excellent interpersonal skills in communication and problem solving;
- Demonstrates positive leadership and team spirit
- Excellent ability to work in a constantly evolving structure;
- Good knowledge with OS and MS Office;
- Proficiency in English (essential) and French (an asset);

### WORKING CONDITION



Permanent position, 40 hours/week



Competitive salary and many benefits



Dynamic company in full growth offering opportunities for advancement

### CONTACT US



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### ABOUT TEKNA

Tekna is a high-tech company that works with a world-class customer base in the aerospace, biomedical and microelectronics markets. The company is headquartered in Sherbrooke, Quebec, as well as subsidiaries in Europe and Asia. Tekna specializes in the development, manufacture and sale of metal powders and integrated plasma systems. Our high quality metal powders are mainly for the flourishing additive manufacturing market (3D printing).