At C-CORE, we are committed to investing in people and creating a dynamic and rewarding employment experience. C-CORE conducts R&D and provides research based advisory services, delivering innovative engineering and technology solutions to national and international clients. Over the past 45 years, we have built a world class team of over 90 dedicated professionals with a reputation for excellence in: Remote Sensing; Ice Engineering; and Geotechnical Engineering.

C-CORE’s LOOKNorth Centre of Excellence has been developing a network of partners across Canada and around the globe. LOOKNorth advances the commercialization of remote sensing technologies that support the business interests of our small to medium enterprise partners, while developing LOOKNorth’s sustainability. Several high priority initiatives require a dedicated professional to support their implementation and growth to maximize their commercial potential. This is a unique opportunity for a visionary senior manager that can merge technology solutions with business expertise and market accessibility.

**Director, Business Development**

The Director of Business Development is a senior position that supports the evolution and sustainability of LOOKNorth - C-CORE’s Centre of Excellence. The successful candidate will help develop and implement major initiatives and programs, including satellite ground segment services, emissions monitoring, maritime surveillance, and Northern programs.

**Responsibilities**

- Identify opportunities that leverage remote sensing technologies, modeling-simulation-analysis, space-based monitoring, prediction modeling, and impact analysis capabilities within C-CORE and the LOOKNorth partner network.
- Grow and maintain the evaluation, development, and implementation of business plans. This includes securing funding and resources to support the growth areas of LOOKNorth and our partner network.
- Work with C-CORE’s executive team to identify and pursue new strategic business opportunities and clients.
Required Skills

- Engineering or MBA degree with at least 10 years’ experience in business development/marketing/sales
- A record of success with clients in multiple sectors such as government, aerospace and defence (including ITB stakeholders) and energy (non-renewable and renewable)
- Previous experience in developing financially sound programs and businesses based on technology innovations
- Agility/versatility to address a variety of initiatives in a multi-tasking environment
- An understanding of the innovation landscape in Canada
- Proven success in bringing together funding partners and clients to support the work of multidisciplinary project teams
- Strong written and verbal interpersonal communication skills
- Ability to communicate in both of Canada’s official languages is an asset

Location

- National Capital Region

SALARY & BENEFITS

C-CORE is a dynamic company that offers competitive salary and benefits, including a generous retirement savings plan, attractive vacation & leave entitlements, and medical & dental plans. More importantly we offer the opportunity for professional development, higher education and personal growth.

APPLY TO:

Qualified candidates should forward a résumé electronically to: careers@c-core.ca

Please refer to C-CORE website (www.c-core.ca) for additional information.

C-CORE thanks all those who apply; however, only those whose skills most closely match the position will be contacted.

“Any offer of employment is conditional upon the successful candidate providing confirmation of vaccination against COVID-19, satisfactory to C-CORE, or, in the alternative, requesting and receiving a vaccine exemption approved by C-CORE.”