



Ready to drive sales for a unique global tech change maker?

Director of OEM Sales

Recognized as one of Canada's fastest growing technology companies and leveraging an exceptional portfolio of patents and IP, Icron Technologies ("Icron") is a global leader in the development of high-speed data communications and high-definition video technology; serving the aerospace, industrial, medical, networking and ProAV markets. After 18 years in business, Icron's technology is today used in broadcasting, digital media creation, virtual reality, MRI machines, in robotics and sports arenas (including Rogers Arena). Icron's product portfolio includes industrial quality finished box products down to ASICs and core modules for embedded designs. The company's products are recognized globally and are purchased repeatedly by Fortune 100 companies such as Phillips and Siemens; as well as innovative technology start-ups in virtual reality, sports analysis, and medical imaging.

Reporting to the CEO and working in partnership with the senior leadership team, Icron has an exciting opportunity to add a new Director of OEM Sales to lead the technical sales and business development function. The Director will work with the external and internal sales team to establish the sales strategy covering short to long-term plans and go-to-market objectives. With proven experience in supporting OEM designs, the new Director will drive the sales growth of Icron's North American and European OEM customer base. As Director, you will oversee the sales pipeline to ensure targets are achieved. You will work with the leadership team to elevate discussions with new customers while supporting the cross functional teams to successfully complete customer design of Icron's products. You will be the go-to advisor on developing a robust understanding of market segments to which Icron is selling and the direction needed to expand those markets to meet Icron's competitive advantage. This position will require travel.

Known for your technical sales expertise, you are comfortable building long lasting relationships with customers across all levels and ideally across global markets. You enjoy being challenged by setting high revenue targets. Backed by an inquisitive mindset and strong business acumen, you are a creative technical thinker who addresses customer needs in a proactive and with a solution-based approach. You leverage your Engineering and/or IT degree/certification to fully understand the technical capabilities of your products as well as the needs of your customers. You possess knowledge of enterprise/IT, networking technology and data communications solutions such as USB, Video, Ethernet and Wi-Fi. You understand system engineering process, engineering designs & control systems. You enjoy mentoring teams to deliver on tough targets using the sales process methodologies while collaborating with colleagues across the business. You are passionate about the products you sell and customers see that passion.

Icron motivates their employees to perform to their full potential by supporting individual drive and achievement. Situated close to the Brentwood SkyTrain in Burnaby BC, the leadership team at Icron has created a fun and flexible work environment where they place great value on ingenuity, team participation and creative thinking.

If you are at a stage in your career where you are ready to drive the sales function of a growing technology firm, we look forward to hearing from you.

Please submit your resume and cover letter in confidence at careers.wmc.ca or, for more information please contact Kataneh Sherkat at (604) 443-3717.

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