



BUSINESS DEVELOPMENT MANAGER

E'Mind Tek Inc. is specialized in the design and implementation of radio frequency identification (RFID) solutions delivered to small-medium businesses. We offer a dynamic vision through efficient systems, based on IT excellence and a professional team.

To complete our team in constant expansion, we need professionals who are as unique as their dynamism and who are fuelled by interesting challenges. You have a shining passion for technologies and a contagious curiosity for innovation; you are able to work autonomously and can manage yourself remarkably: we want to meet you. You wish to astonish, to surpass yourself and obtain tangible results. **Send us your resume.**

We are looking for the following technical skills :

- Knowledge of Manufacturing and Industrial sector
- Client Relation Management System (CRM) (ACT! or equivalent)
- Microsoft Office (Outlook, Word, Excel, PowerPoint)
- Ability to use social media (Twitter, LinkedIn, Facebook): an asset

Position responsibilities :

- Establish a strategic plan for the company sales function by presenting annual goals to achieve, actions to undertake to reach them, as well as selected means and budget to bring this plan to success;
- Contact potential clients, prospects, as well as current customers to suggest, present and sell E'Mind Tek's solutions;
- Determine, document and analyze client needs;
- Produce weekly activity reports on sales progress, contacted clients and obtained results;

- Follow up on leads and established contacts;
- Actively participate in the elaboration of strategic recommendations, policies and project management and delivery;
- Innovate, Create, Surpass oneself.

Profile for success @ E'Mind Tek :

- Professional demeanor
- Strong desire to establish solid business relationships
- Ability to work independently and on a team
- Excellent written, oral and interpersonal communication skills
- Entrepreneurial attitude : self-motivated and self-directed
- Flexibility : task management, priorities and work environment
- Open-minded, quick thinker, creative problem solver

Only retained candidates will be contacted.

Please send us your resume by e-mail at career@emindtek.com or by fax at **1.418.338.0629**.

TO CONTACT US:

754, NOTRE-DAME EAST

SUITE 202

THETFORD MINES, QC

G6G 2S7

WWW.EMINDTEK.COM