

**Position Title: Latin American Export Manager – High Tech Sales**

**Location: Fredericton, NB**

Are you an experienced technical sales and market development specialist with a proven track record of high tech marketing experience, especially in Spanish-speaking countries? Would you like to open new doors for an innovative but proven technology that already has success around the world? Do you have a strong entrepreneurial focus and a history of successfully bringing technologies to new markets in a start-up environment? Does the thought of playing a key role in an up-and-coming company bringing an innovative non-destructive testing technology to market appeal to you? Are you looking for an opportunity to bring your sales career to the next level?

If so, this position will be of interest to you.

### **The Company**

With the success of its flagship product, the TCi Thermal Conductivity Analyzer, our client, C-Therm Technologies (<http://www.ctherm.com>), has become a leader in non-destructive testing and analysis. With customers in numerous industries around the world, C-Therm Technologies has shaped and pioneered the way that many of the world's most prominent manufacturers, research facilities, and academic institutions test and measure thermal conductivity. Its unique approach to non-destructive testing has earned C-Therm industry recognition along with numerous prestigious awards and patents.

Building off of a track record of success and innovation, C-Therm is currently exploring new dimensions of thermophysical analysis.

### **The Opportunity**

Reporting directly to the Managing Director, you will play an important role in the company's growth. You will use your highly developed sales, business analysis, presentation, teamwork, and client service skills to develop and implement strategies that result in increased sales and Latin American market penetration. You will leverage the company's success and your own sales/market development experience to:

- Build the sales and export strategy to successfully introduce the company's innovative thermophysical analysis product to a wide variety of industries in Latin America.
- Identify new target markets and opportunities.

- Utilize client feedback and field experience to identify new opportunities, markets, and uses for the company's technology.
- Successfully develop and build the company's customer base, maintaining a strong client service focus throughout.

You will also work with customers to answer their technical questions and help them to resolve technical issues.

## About You

You pride yourself on your entrepreneurial spirit and your ability to penetrate markets. You thrive in an environment where you build sales from the ground up. You recognize and advocate for the value and importance of teamwork in a company's success. You are a motivated and energetic go-getter who loves finding ways to penetrate new markets. You have a talent for opening doors, managing a longer but lucrative sales cycle, and bringing sales leads to fruition. You are self-reliant, driven, creative, innovative and passionate about sales and business development.

## Requirements

You have a few years of experience and a proven track record in high-tech sales and export marketing and a solid understanding of South American markets. You are recognized for your sales and market development skills and your ability to create and implement effective sales and export strategies that target existing and new markets. You have experience identifying opportunities, creating and building relationships, and closing sales in the non-destructive testing, pharmaceutical/medical devices, process equipment, or related sectors. You must be fluently bilingual in English and Spanish. The ability to speak Portuguese is a definite asset.

Please note there is a requirement for 40-50% travel in this role.

## The Rewards

In exchange for your talents, C-Therm provides a flexible and dynamic work environment. You will have the opportunity to work with a company that has a proven track record of success while still providing the fun and excitement of a start-up type of environment.

## The Location

Fredericton is one of the most successful and vibrant small cities in North America. It is a beautiful, historic city with two universities, many cultural activities (including an excellent jazz festival), lots of nightlife, plenty of recreational facilities and activities (including a rowing and sailing club), beautiful parks and an extensive network of walking trails. It also has a vibrant and rapidly expanding knowledge industry sector.

You can find out more about Fredericton at:

- Team Fredericton <http://www.teamfredericton.com>
- Tourism Fredericton <http://www.tourismfredericton.ca/en/index.asp>
- The City of Fredericton <http://www.fredericton.ca>
- Canadian Relocation Systems  
<http://www.relocatecanada.com/fredericton/index.html>
- Found Locally's Business Directory  
<http://www.foundlocally.com/fredericton/>

## To Apply

If you are interested in the above position, please e-mail your resume in confidence to [hr@ctherm.com](mailto:hr@ctherm.com). We will treat any inquiry or resume received with the utmost confidentiality. Under no circumstances will we submit your resume to any client without your prior approval.