

Sales & Business Development Manager - Transportation Pointe-Claire, Qc

Who we are

FPInnovations is among the world's largest private, non-profit research centers working in forest research. Originating from FPI forest transportation research areas, the Program Innovation Transport (PIT) is an innovative, world-class engineering and R&D program, contributing toward the development and accelerated implementation of safe, sustainable and efficient technologies in North America's transportation industry.

Description

FPInnovations is looking for a new Sales & Business Development Manager for the PIT program. Under the direction of the VP Business development, the Sales & Business Development Manager - Transportation (SBDM) will be responsible to grow the PIT program and secure its funding. He will coordinate with the Forest Operations sector within FP Innovations in order to evaluate the impacts and effectiveness of the overall program, ensure we maintain delivery capacity and constantly improve the Transport program and keep it synergistic with FPInnovations mandate.

He will also be accountable to work with the Fibre Supply Senior Director to ensure that FPInnovations has a robust and relevant Collaborative Research Program portfolio, and will oversee the budget development and delivery. He will also manage the Value Delivery Program opportunities and develop a robust revenue base with a steady growth plan.

Through effective leadership, a deep knowledge of the transportation industry, its stakeholders, and a proactive approach to transportation industry relations, the SBDM will develop and maintain the relevance of FPInnovations's PIT program and expand its scope toward intelligent transport, autonomous transport, hybrid transportation and new energy sources. The SBDM will also develop new business opportunities and expand the Business Services sales to the US and develop major initiatives leading to multi-partner large projects.

Responsibilities

- Lead and coordinate all transportation business development activities including PIT Canadian membership and PIT USA subscriptions and work with the Transport Industry Advisor for the liaison with the PIT members and subscribers;

- Sales, business development and retention for all transportation activities covered by the PIT and PIT USA programs, initiatives and collaborations including securing funding from partners and available financing programs;
- Generate revenue growth by increasing our service offerings to the transportation industry, growing the Canadian membership base and the PIT USA subscription base;
- Collaboration with the Fibre Supply sector on budget preparation, monitoring, project delivery oversight and for administrative support;
- Identify and monitor transportation industry trends, challenges, issues and needs and integrate into a balanced, high-impact delivery strategy and program.

Qualifications

- Bachelor's degree in Business Administration or an equivalent combination of relevant education and experience ;
- Minimum 10 years of experience in managing sales growth and business development in the transportation sector;
- Broad knowledge of the North American transportation market and extensive professional network;
- Experience in developing and maintaining relations, alliances and coalitions within and outside an organization;
- Business development acumen with a focus on sales and innovation in the transportation industry;
- Bilingual in English and French;
- Ability to travel throughout Canada and the United States.

Note: The masculine gender includes the feminine and is used for the sole purpose of lightening the text.

Please submit your resume to: Recruitment_recrutement@fpinnovations.ca

IMPORTANT: please indicate the reference number 400 in the subject line.