



## Director of Sales and Marketing

### About the Company

Founded in 1992 with headquarters in Toronto, Ontario, Nanowave Technologies Inc., is a privately held Canadian advanced manufacturing company that designs and manufactures high efficiency electromagnetic sensing and communications hardware for the space, aerospace, defense, marine and other commercial industries. Nanowave is a global business with operations in Canada, the United States and France. Over its 30-year history, Nanowave has consistently pursued a vertically integrated product strategy supported by commitment to annual investment in new product development that has resulted in thousands of its multifunction RF assemblies, covering the Microwave and Terahertz frequency bands, being used by leading companies throughout the world. Its history of developing reliable, complex products and solutions uniquely positions the Company to address the needs of growth industries in the coming years ahead.

For additional information, please visit the Company's website: [www.nanowavetech.com](http://www.nanowavetech.com).

### Scope of the Position

Reporting directly to the President and CEO, we are seeking an experienced sales and marketing leader with the skills and drive to leverage the company's deep product and technology platform into high margin annual sales on the order of US\$100M. The Director of Sales & Marketing will be a key member of the leadership team responsible for identifying markets and engaging with prospects and customers to uncover and deliver solutions that will result in consistent annual sales growth.

### Candidate Profile

The preferred candidate will be a senior RF design engineer who has managed complex technical programs and has successfully transitioned into a Sales & Marketing role. Candidates must have a proven track record of establishing and achieving sales goals.

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**Nanowave Technologies Inc.**

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#### Primary Responsibilities include:

- Identifying and employing the appropriate data acquisition and analysis tools to identify potential high value added users of the company's product capabilities
- Collaborating with others as a key member of a small team responsible for determining the company's product portfolio to satisfy the stated and latent needs of targeted users
- Developing an agile and effective internal marketing and sales team
- Developing the marketing plan based on detailed market segmentation
- Preparing and maintain a rolling 24 month sales forecast updated monthly and including risk identification and mitigation plans
- Identifying, developing and maintaining productive sales channels to effectively access a **diversified** and international customer base
- Leading the response to customer Requests for Proposals

#### Education

- Master's degree in engineering (Electrical engineering with RF specialization is preferred)
- MBA with marketing/sales specialization is preferred

#### Experience

- 5 year track record of setting and meeting sales goals
- Record of generating sales from a diversified technology base
- Proven ability to work with engineering, manufacturing and finance teams to profitably achieve targeted customer needs

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#### Other

- Location: Toronto, Canada preferred
- Must be willing and able to travel domestically and internationally as required from time to time
- Will be required to work primarily from the head office when not travelling

#### Compensation:

The total compensation package will be commensurate to the skills and experience of the successful candidate and will include a competitive base salary plus commission.

#### Contact

[DirectorSalesMarketing@nanowavetech.com](mailto:DirectorSalesMarketing@nanowavetech.com)