



Broadband Business Development Manager

OmniGlobe Networks Inc. (www.omniglobenet.com) is a leading provider of broadband Internet satellite and wireless systems, and cellular based services with satellite backhaul, with its own proprietary network management solutions designed to perform network management, network monitoring, and bandwidth optimization. We are one of the fastest growing companies in Canada and are backed by the Business Development Bank of Canada (BDC).

We are seeking a Business Development Manager to help develop OmniGlobe Network's Broadband business across Canada and worldwide. The Broadband business has the potential to generate significant revenues for OmniGlobe Networks and this position is key to ensure that our business growth objectives are met.

Reporting to the Vice President of Business Development the candidate will be involved in short term business development tasks as well as in contributing to longer term planning activities.

Responsibilities

- ◆ Refine/maintain Broadband business models
- ◆ Customer proposals and bid responses
- ◆ Carrier engagements for VoIP partnerships
- ◆ Close collaboration with municipal, First Nation, and provincial government partners and communities
- ◆ Participation at tradeshow and conferences
- ◆ Pre-sales support for acquiring new customers
- ◆ Post-sales support to help evolve our offering with existing customers
- ◆ Maintain our customer database and opportunities pipeline

Qualifications

The ideal candidate is someone who is highly motivated self starter who has demonstrated success in a Business Development environment. This individual should be able to continually innovate and must be able to work in a team to perform to the best of their ability.

- ◆ Engineering or business degree with at least 5-10 years of relevant experience, including at least 5 years experience.
- ◆ Business acumen.
- ◆ Excellent written, verbal and presentation skills
- ◆ Ability to create and sell technology solutions
- ◆ Teamwork-oriented, thriving in early stage environments



- ◆ Understanding of one or more relevant technologies: Broadband, telecom, cellular, satellite.
- ◆ Experience with telecom operators would be a strong asset
- ◆ Willingness to travel (mostly within Canada) for business purposes

CONTACT DETAILS:

We encourage that interested parties forward their resumes, in the strictest confidence, to:

Ms Claire Emptage
Administration Manager
Email: cemptage@omniglobenet.com
Web: www.omniglobenet.com