



manufacturing partner
to innovators



Business Development Manager

Company:	SMTC Corporation	Location:	Fremont, CA
Department:	Sales & Marketing	Reports:	Senior Vice President of Global Sales, Marketing, & Customer Experience

Company Overview:

SMTC is a global Electronics Manufacturing Services (EMS) provider with over 25 years of experience working in partnership with Original Equipment Manufacturers (OEMs) in industrial, medical, commercial, communications, high tech consumer, aerospace, defense, security, power and energy markets.

- **SMTC** has 4 manufacturing / technology centers worldwide, approximately 550,000 square feet of capacity, and more than 40 manufacturing and assembly lines. Our global footprint includes operations in Canada and the United States and low cost/higher volume manufacturing in Mexico and China.
- **Our customers are the heart of our business.** We go to great lengths to build strong strategic valuable relationships with our customers and business partners worldwide. That's why so many SMTC customers have been with us for more than 7 years, and some for more than 15 years.
- **Our services, processes and capabilities deliver customer value.** SMTC provides global end-to-end solutions including design, new product introduction, manufacturing, supply chain management, and after-sales services for the whole product lifecycle.
- **Our people make it happen.** SMTC employees are responsive, results-oriented professionals with a track record for innovative, flexible solutions focused on customer needs. Our expertise in quality, technology and supply chain management offers customers a distinct competitive advantage.

SMTC common shares are listed on the NASDAQ under symbol SMTX.

Position Overview: Develop and manage sales cycle with prospective OEM's within the medical, aerospace, defense, security, industrial, telecom and computing markets with a specific designated geographic region.

Key Responsibilities

- Perform the lead role in the sales process, including assessing customer requirements, building and proposing customized solutions, and presenting and selling the solution to the customer
- Prepare proposals
- Organize meetings and prepare site teams.
- Negotiate contracts
- Conduct high level reviews with SMTC management teams and communication executive summaries

- Deliver key sales presentations to customers at all levels as well as internal functional and account teams
- Work with the site program management teams and NPI teams to transition completed sales into working accounts

Required Qualifications and Experience

- Demonstrated history of successful new customer acquisition
- Experience with engagements with multi-national OEM's
- Experience in developing multi-site solutions for customers
- Experience with product development process, design services and end-to end solutions
- Strong presentation skills in a high-pressure environment
- Well-developed interpersonal skills that allow the construction of strong relationships internally within SMTC
- Ability to gather and develop information from multiple sources and synthesize data
- Strong working knowledge of PCBA, box build and system integration processes; an Engineering degree or background would be an asset
- Ability to travel throughout USA, Canada, Mexico, Asia and Europe as required
- Strong commercial sense, customer focus and passion for our business
- Confident and persuasive communication skills, both orally and written; a 2nd language would be a definite asset
- Personal energy and motivation to lead a group of individuals and/or projects
- Strong organizational and work planning skills; Ability to work independently, reporting remotely
- Maturity to establish credibility and respect with a broad range of individuals and influence key stakeholders across all functions in the organization, including the necessary cultural skills to operate successfully
- Ability to make fair and ethical decisions based on fact and business conditions
- Strong strategic thinking and analytical skills combined with an ability to research information

Required Skills & Knowledge:

- University degree in business or related discipline; an MBA would be an asset
- 10 – 20 years of experience in a direct selling role
- 10 – 15 years of sales experience in an EMS provider
- Cross-market experience in medical, aerospace, defense, security, industrial, telecom, and communications
- Strong medical EMS sales experience will be preferred

APPLICATION PROCESS: All applicants interested in this career opportunity should send their cover letter and resume with the position title in the subject line to corporatehr@smtc.com.

Please note that only those applicants selected for an interview will be contacted directly.