



Genoa Design International is a marine production design company. Our head office is located in Mount Pearl, Newfoundland and Labrador, Canada. We also have work sites in Vancouver and New Orleans.

In business since 1995, Genoa provides production lofting, detail design and 3D modeling services to shipbuilding and offshore industries around the world, with the majority of clients located in North America.

As an employee-owned company, Genoa's owners work in the business every day. Genoa operates a dynamic work environment with attention to openness, flexibility, health and wellness, career progression and competitive compensation packages.

If you are looking for a career opportunity with a company whose philosophy is to put people first, create lasting relationships, make a difference, never stand still, own it and to live well, we are looking forward to hearing from you.

Applications must be submitted via email to [jobs@genoadesign.com](mailto:jobs@genoadesign.com). Please include competition number **2018 DBD 020** in the subject line. While Genoa appreciates all applicants, only those short-listed for an interview will be contacted. Closing date is **Friday, December 14, 2018**.

## Director of Business Development

### What is this job really like:

As Genoa's Director of Business Development, you are accountable for ensuring our sales pipeline matches our annual revenue targets. You oversee all business development and sales activities, building the capacity of your department to support the company's growth, and you help to develop marketing strategies. Reporting to the Chief Operations Officer, you also have a working relationship with the Founder and Chairman of the Board, who will connect you to North America's shipbuilding network, and with the Chief Technical Officer (CTO), who will work alongside you to identify and secure opportunities that match Genoa's strengths and expertise.

Specifically, as Director of Business Development you will be responsible for developing strategies to increase sales in target market segments, driving new long-term business relationships and opportunities, strengthening both internal and external strategic partnerships, and supporting marketing activities that raise the profile of Genoa with clients and stakeholders.

Under the direction of the COO, you will use a full suite of key performance indicators and metrics to set strategies and report to the team, the CEO and the Board of Directors.

You will also be a key stakeholder in Genoa's Research & Development team, identifying market trends, and leading the commercialization efforts of new products and services. You know how to liaise with government and industry associations, as well as funding partners, to secure support for strategic initiatives and to advance corporate growth.

We are seeking an individual who is a reliable senior manager known for their leadership skills and collaborative approach, who understands the market and has a proven ability to build a valuable network of contacts. Positive relationships are key to Genoa's success, and a demonstrated track record in turning these relationships into real opportunities, will be a defining characteristic of the winning candidate.

### QUALIFICATIONS:

You must have a minimum of 10 years of experience in business development, sales, and marketing. You have a clear understanding of large and complex technical projects such as those in Genoa's portfolio, and you have a celebrated business acumen that gives you the ability to establish and maintain effective business relationships with both team members and clients. You hold a combination of academic and experience credentials that support both your technical and business sensibilities. You must have strong prospecting, networking, persuasion, negotiation and closing skills, and not only a willingness, but a desire to travel across North America to meet clients on their home turf. If you have knowledge and/or experience in the shipbuilding industry, it will be considered an asset.