



SUPERCOM INDUSTRIES

NOTICE OF CAREER OPPORTUNITY

Business Development and Sales Manager

Supercom Industries (GP) Corp. is the general partner for Supercom Industries LP, a partnership of five First Nation communities created to provide economic benefits to the communities of Netmizaagamig Nishnaabeg (Pic Moberg First Nation), Biigtigong Nishnaabeg (Pic River First Nation), Pays Plat First Nation, Red Rock Indian Band and Fort William First Nation. Through a licensing agreement with TBT Engineering, Supercom holds the exclusive rights to manufacture, market, sell and install the Spring Drain product, an innovative and patented product that provides ground stabilization that mitigates issues caused by peat boils and peat migration beneath railway embankments.

Reporting directly to the General Manager, Supercom is seeking a Business Development & Sales Manager to coordinate and manage various business development services and sales in relation to spring drains and research and develop new business opportunities as they arise including:

- Selling and marketing spring drains to various rail companies, including the development of formal and measurable sales and marketing strategies
- Preparing sales presentations and proposals for prospective customers.
- Attending meetings, conventions, conferences and workshops to raise awareness of Spring Drain and develop a sales pipeline.
- Setting sales targets as identified in the Supercom Business Plan and create monitoring system for sales, sales contacts, and customer management.
- Work closely with the Spring Drain Foreman on manufacturing and installation of spring drains.
- Complete and ensure execution of pending Joint Venture agreements.
- Identify, prepare and support funding applications as they relate to business opportunities.
- Represent Supercom at all relevant business and sales meetings.
- Provide regular reports to management, board/advisory committees, the board of directors and partners as required.
- Maintain detailed records of sales activities using Salesforce or a similar contact/sales management platform.
- Other duties as assigned.

BIIGITIGONG ANISHINABEK *FORT WILLIAM FIRST NATION PAYS PLAT FIRST NATION*
PIC MOBERT FIRST NATION*RED ROCK INDIAN BAND**



Applicants must have the following qualifications:

Qualifications and Experience:

- Post-secondary education in business, management, public administration and finance or an equivalent of education and experience.
- At least 5 years of business and management experience.
- Previous experience in sales, ideally in a construction & related service, optimally in the rail industry (however others with related skills and experience will be considered).

- Excellent computer skills including working knowledge of MS Office programs.
- Superior communication skills, both written and oral.
- Excellent customer service skills.
- Effective and proven project and program planning and management capabilities.
- Effective and proven negotiation skills.
- Valid drivers license.
- Ability to work effectively with varying personalities.
- Provide a CPIC and drug test, the results of which are satisfactory to the employer, in its sole discretion.
- Ability to work irregular and extended hours and travel.

This is a full-time permanent position that will be based in our offices in Fort William First Nation (Thunder Bay) with extensive travel throughout the region and will demand a very high level of commitment. We are seeking a highly motivated and capable individual whose aspirations and accomplishments demonstrate a passion and unfettered commitment to achieving excellence in the economic development of First Nations and the development of Indigenous owned and co-owned enterprises.

Indigenous persons, especially qualified members of our partner First Nations are strongly encouraged to apply.

For the right candidate, we are offering a competitive compensation package including a competitive salary commensurate with your qualifications.

Further information on our organization can be found at www.supercomindustries.com

Deadline for applications is 4:00 p.m., Monday, January 22nd, 2024.

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For further information, and to submit your application, please contact:

**Marlene Sabourin, Controller & General Manager
Supercom Industries Corp.**

Email: marlene.sabourin@supercomindustries.com

Tel: (807) 632-7797

Applications must include a current resume and a comprehensive forwarding letter which clearly explains how your qualifications meet the requirements of the position.

Applications should be clearly marked: Competition/ Business Project & Sales Manager

Posting will remain open until position is filled.

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