



Director, Business Development

Type:	Full-time, permanent	Location:	Hong Kong
Department:	Sales and Marketing	Reports To:	VP, Global Sales & Marketing

Company Overview:

SMTC Corporation is the company behind the manufacture, performance and intelligence sophisticated electronic devices all over the world. We are a global Electronics Manufacturing Services (EMS) provider with more than two decades of experience working in partnership with Original Equipment Manufacturers (OEMs) in computer, industrial, communications, consumer and medical markets.

- **Our customers are the heart of our business.** We go to great lengths to build strong, synergistic relationships with our customers and business partners worldwide.
- **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.
- **Our business is global.** SMTC operates a global manufacturing network with operations in Canada, the United States, Mexico and a partnering relationship in China. For more information: www.smtc.com.

Position Overview: The Director, Business Development is responsible for identifying, pursuing, and nurturing of new accounts in the Asia region.

Key Responsibilities:

- The position will own the responsibility for assessing customer requirements, building and proposing customized solutions, and presenting and selling the solution to the customer while driving consensus with key members of the SMTC management team.
- Experience identifying key target opportunities, developing necessary intelligence concerning target opportunities and establishing sales strategies that will ensure success
- Lead role in providing strategic leadership, direction and guidance which will result in the successful implementation of business development plans, proposal preparation, contract negotiation as well as initial sales and delivery of all of SMTC's service offering
- Demonstrated knowledge as an expert on applicable market procurement processes, technology requirements, as well as the unique manufacturing services/requirements inherent in product/system builds.
- Proven ability to establish an executive level, trusted advisor relationship with existing and

targeted clients.

- Conducts high level periodic reviews with SMTC management & business development team
- Ability to deliver key sales presentations to customers at all levels as well as internal functional and account teams.
- The position will be tasked with growing revenue from assigned customers at a greater rate than the industry average.

Required Skills & Knowledge:

- Experience with engagements with multi-national OEM's
- Experience in developing global multi-site solutions
- Experience with product development process, design services and end-to-end solution development
- Strong presentation skills in a high pressure environment
- Well developed interpersonal skills that allow for the building of strong relationships
- Excellent communication skills; 100% proficiency in English and Cantonese, written & oral
- A second language (French, Spanish, Mandarin) would be an asset
- Ability to travel regularly throughout Asia, North America, Mexico and Europe

Required Qualifications and Experience:

- 8-10 years experience within business development & account management roles
- Post secondary education in business or related discipline; an MBA would be an asset
- 5 -8 years of experience in the EMS contract manufacturing environment
- Robust cross-market experience (Medical, Industrial, Telecom, Computing)
- Demonstrated history of successful new customer acquisitions

APPLICATION PROCESS: All applicants interested in this career opportunity should send their cover letter and resume by September 30th, 2011, to asiahr@smtc.com and quote the position title in the subject line.

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