



### **Background**

Kron Technologies is an emerging technology company that has grown from its Kickstarter origins to develop innovative cameras that have disrupted the world of high-speed video cameras. We're looking for more talented individuals to join us as we design, develop, and manufacture world-class imaging products. Our employees enjoy flexibility, freedom, great colleagues, a positive work/life balance, and stimulating challenges to resolve.

We're located a short walk from the Production Way/University Skytrain station, and a 5-minute drive from the Highway 1, Gaglardi Way Exit.

### **About the position**

This full-time position is an opportunity to work in a thriving technology company that is reshaping the world of high-speed cameras. You will be working to build a creative, diverse, multi-disciplinary Marketing & Sales team that will enable Kron's continued growth and market leadership.

As we are a rapidly growing technology company, this role will have broad responsibilities including:

- Plan, direct, and coordinate the efforts of the Marketing & Sales team (3 direct reports)
- Create and execute a strategic plan to drive revenue and market share growth
- Seek out, develop, and maintain strong relationships with customers
- Lead the development and implementation of marketing plans
- Provide detailed and accurate sales forecasts
- Assist customers with questions about purchases, and enter orders as required
- Own and execute product launch plans and contribute to marketing strategies
- Develop metrics and measure success of marketing campaigns and activities
- Maintain a working knowledge of all products and product applications
- Providing process improvement ideas and direction for Sales department
- Maintain CRM system across the organization

### **Qualifications**

- 3+ years of proven sales and marketing management experience, ideally selling technical products
- Excellent communication, team building, coaching and motivational skills
- Excellent technical training, speaking, and technical writing skills
- Strong computer and business software skills
- Passion for customers - to see them and the organization succeed
- Ability to work cooperatively in a team environment
- Exceptional organization and "get it done" skills

### **Desired qualifications**

- Technical marketing experience in product marketing, product management, or business development in high-tech products
- Experience with cameras and/or imaging products would be a strong asset
- Experience working in a startup environment is an asset



**KRON  
TECHNOLOGIES INC**

Marketing & Sales Manager – Full Time  
Production Way, Burnaby  
krontech.ca

**Perks, Compensation and Benefits**

As a full-time employee, you'll receive a salary commensurate with your capabilities and experience. We offer a comprehensive benefits package including extended health, dental, and travel medical insurance, Healthcare and Lifestyle Spending accounts, positive work/life balance, and a professional development allowance. In addition, we have a mini-gym, electronics lab, and machine shop, which you're welcome to use in off-hours for personal projects.

To apply, send your resume and a cover letter indicating why you are an excellent fit for the role to [jobs@krontech.ca](mailto:jobs@krontech.ca). We look forward to hearing from you!

**--- Only candidates physically present in and legally authorized to work in Canada will be reviewed. ---**