



Dear Hiring Manager,

I am a fluently bilingual strategic sales and business development executive based in Montreal, Quebec, Canada with extensive experience across aerospace, automotive, high-tech industrial, engineered components, and precision manufacturing markets. My background spans raw materials, industrial services, tooling, and world-class industry-leading capital equipment.

I combine hands-on P&L business administration experience with a career focused on exceeding sales and account-management objectives. I build long-term client relationships with ease, engage effectively from shop floor and operational teams to C-level executives, and present clear business case and ROI presentations that support confident purchasing and capital-investment decisions.

My approach is disciplined and methodical: identify high-value opportunities, develop robust pipelines, negotiate favorable margins, and move complex opportunities through to close. I command a strong boardroom presence and bring seasoned commercial judgment, an established industry network, and the perseverance required to expand market visibility, secure profitable agreements, and generate sustainable revenue growth while managing sound cost control.

I would welcome the opportunity to discuss how my experience could bring considerable value in furthering your organization's objectives. Depending on your requirements, I am open to discussing full-time or part-time leadership, contract mandates, independent representation or consulting engagements.

Allow me to thank you in advance for your consideration and I look forward to meeting you,

Marcel Corbeil

Marcel Corbeil
Strategic Sales and Business Development Executive
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STRATEGIC SALES AND BUSINESS DEVELOPMENT EXECUTIVE

MASTER POSITIONING – HI-TECH EXECUTIVE REPRESENTATION | CONTRACT MANDATES | INDEPENDENT REPRESENTATION | CONSULTING

EXECUTIVE PROFILE

Fluently bilingual strategic sales and business development executive based in Montreal, with extensive experience across aerospace, automotive, high-tech industrial, engineered components, and precision manufacturing markets. Combining hands-on P&L leadership with a proven ability to develop high-value opportunities, build robust pipelines, negotiate profitable agreements, and close complex sales, I engage effectively with stakeholders from the shop floor to the C-suite. My commercial judgment, industry network, boardroom presence, and ability to articulate compelling business cases and ROI enable organizations to expand market visibility, strengthen customer relationships, control costs, and generate sustainable, profitable growth. I am open to full-time or part-time leadership roles, contract mandates, independent representation, and consulting engagements.

CORE CAPABILITIES

Strategic Sales Leadership | New Market Development | Technical and Consultative Selling | Contract Negotiation | Channel and Distribution Development | Major Account Management | P&L Leadership | ROI Business Cases | Territory Strategy | OEM and Tier 1-2 Supply Chains

INDUSTRY AND TECHNICAL EXPERTISE

Aerospace | Military and Defense | Automotive and Heavy Equipment | Precision Manufacturing and Machining | Metrology and Reverse Engineering | Engineered Alloys and Polymers | Automation and Lean Manufacturing | Electronics Manufacturing | OEM and MRO Supply

EXECUTIVE EVIDENCE

- Negotiated complex technical and commercial opportunities across aerospace and advanced manufacturing, with a consistent focus on margin, long-term account value and profitable growth.
- Built a \$7.5M sales pipeline and generated \$1.2M in RFQs for an early-stage precision-metrology company during a recessionary market.
- Generated \$1.8M in new annual sales and developed \$16M in RFQs with major aerospace OEMs for precision-metrology solutions.
- Developed and managed a \$42M automotive OEM sales portfolio spanning Tier 1 manufacturing, assembly, JIT sequencing.
- Led ROI-based technical sales engagements from manufacturing and engineering stakeholders through C-suite investment approval.

PROFESSIONAL AFFILIATIONS

Sales and Management Association | Sales and Best Practices Association | Aerospace and Defense Subcontractors | Marketing, PR Innovators

EDUCATION AND LANGUAGES

McGill University - Sales and Marketing Coursework | 1987-1988

Languages: Seamlessly Fluent in English and French

Marcel Corbeil

STRATEGIC SALES AND BUSINESS DEVELOPMENT EXECUTIVE

CAREER EXPERIENCE

XACT BUSINESS DEVELOPMENT CORPORATION | Oct 2008-Aug 2026

Founder and Director, Sales and Business Development

Independent sales and business-development contracting company serving aerospace, automotive and precision component manufacturing

- Led contract business-development mandates for established companies, start-ups and new product lines across local, national and international markets.
- Developed new territories and distribution channels for complex technical products and services, engaging stakeholders from manufacturing and operations through executive management.
- Built market visibility, opportunity pipelines and strategic account relationships in support of commercial growth mandates.

SPG DATA 3D | Apr 2006-May 2008

Director, International Sales and Business Development | Contract

Start-up offering ultra-high-precision measuring equipment and software to aerospace OEMs and Tier 1-2 supply chains.

- Generated \$1.2M in RFQs and built a \$7.5M sales pipeline during a recessionary market while securing profitable new business.

LEICA GEOSYSTEMS | Oct 2003-Mar 2006

Director, Canadian Sales and Business Development | Contract

Laser-based metrology equipment and software for aerospace OEMs and Tier 1-2 supply chains.

- Generated \$1.8M in new annual sales and developed \$16M in RFQs with major aerospace OEMs.

SUMITOMO | Feb 2002-Aug 2003

Director, Global Supply Chain Management Business Development | Contract

New global supply-chain-management division serving aerospace and Canadian manufacturers.

- Generated more than \$3.2M in RFQs for the newly created division.

WBF TECHNOLOGIES | Jul 2000-Nov 2002

Major Accounts Manager | Fixed-Term Contract

Tier 1 manufacturing, assembly, sequencing and just-in-time supply for automotive OEMs.

- Developed and managed a \$42M automotive OEM sales portfolio.

PYC INDUSTRIES - EXECUSTART CANADA | Feb 1993-Jun 2000

Co-Owner and Director of Sales

Electronic-component manufacturing serving OEMs, retailers and national distribution value-added resellers.

- Built the business from start-up to 83 accounts and \$7.5M in annual sales while developing three new product lines.

NESSA CORPORATION / MECHTL KRAUSSLER LTD. | Aug 1985-Dec 1992

Account Executive; Director of Sales; General Manager

High-tech aluminum alloys and engineered polymers serving aerospace OEMs and Tier 1-2 supply chains.

- Developed and managed 128 regional accounts representing \$2.6M in annual sales.
- Progressed through increasingly senior commercial and general-management responsibilities.