

Contact

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Top Skills

International Business Development
Customer Relationship Management (CRM)
Analytical Skills

Languages

French (Native or Bilingual)
English (Full Professional)

Publications

The anatomy of an access network

Nicholas Gagnon

Connecting with customers, developing solutions for profitable and solid relationships.

Québec, Quebec, Canada

Summary

I am a go getter; Set the objectives and just watch me :-)

I strive to make customers happy and bring recurrent revenues.

Experience

Self Employed

Fractional CRO

November 2025 - Present (2 months)

Quebec City metropolitan community, Quebec, Canada

Helping companies in the Optics, Photonics, fibre laser and defense industries to remain Canadian and thrive.

ITF Technologies

Sales Director (ITF Technologies - member of O-Net group)

January 2023 - October 2025 (2 years 10 months)

Montreal, Quebec, Canada

Led sales and distribution initiatives, achieved an operating margin increase of +40% while driving sales growth of +50%, over 2 years. Spearheaded a project to transition the company back to a fully Canadian operation.

EHVA Inc.

Chief Revenue Officer (CRO) (Acquired by EXFO, November 2022)

April 2022 - January 2023 (10 months)

Quebec, Canada

Innovative Silicon Photonics & PIC Test System, start-up.

LeddarTech - Mastering Lidar Sensor Technology

Director, Sales AMR, APAC & Global Distribution

May 2017 - April 2022 (5 years)

Quebec City, Canada

High-performance solid-state LIDARS for mass-market autonomous driving applications.

EXFO

Business Development Manager & Product Line Manager
August 1995 - June 2017 (21 years 11 months)
Quebec, Canada

(3) Responsible for the Data Center market development, supporting sales teams (Americas, EMEA, APAC).
(2) Passive Optical Network (PON), Cable MSO & Enterprise markets verticals (Americas, EMEA, APAC).
Dates Employed: 3) Aug. 2015 – Jun. 2017 / 2) Jan. 2004 – Aug. 2009 / 1) Sep. 1995 – Sept. 1996

handyem

Sales Director
January 2013 - August 2015 (2 years 8 months)
Quebec city

Getting stuff done in a start-up... Portable flow cytometer device that went into space

TeraXion

Product Line Manager & Business Development
August 2009 - January 2013 (3 years 6 months)

Product line manager for the PureSpectrum Narrow-Linewidth Laser and PowerSpectrum Ultrafast and High-Power Laser components

Coractive

Product Line Manager
March 2002 - December 2003 (1 year 10 months)
Product line manager for the specialty fiber portfolio.

Nortel Networks

Market Development Manager
June 2000 - November 2001 (1 year 6 months)

Responsible to identify and develop approach and win strategy for the Utility telecom companies in the North East of the US and Canada.

COGECO Cable

Marketing Director
September 1996 - June 1998 (1 year 10 months)
Responsible for the launch of the Rapides High-Speed Internet service over cable

Education

MIT Sloan School of Management

Lecture, Innovation · (1999 - 2000)

Université de Sherbrooke

MSc., Marketing and Diffusion of Innovations · (1994 - 1995)

Université Laval

Bachelor, Marketing · (1988 - 1991)