

<b>Position Title:</b>	Business Development Manager
<b>Location(s):</b>	California
<b>Group Name:</b>	Business Development
<b>Functional Area/Discipline:</b>	Business Development
<b>Reports To (Job Title):</b>	EVP of Business Development
<b>FLSA Status</b>	Exempt
<b>Work Schedule</b>	Minimum 8am-5pm: RF Connect is a Sales and Customer service driven organization it is expected that our colleagues will be flexible outside the typical business hours to achieve the objective of their position and provide outstanding Sales and Customer service to RF Connect Clients.
<b>Travel</b>	As Required

### A. Position Purpose

Represent RF Connect in a consultative role, aligning solutions with customer needs. Identify and close new business as well as management and up selling of existing accounts. Perform sales and technical discussions with clients. Be part of the stages of communication initiatives from proposal and requirements definition to project planning and implementation. Since this is an Associate position you will be asked to do a variety of activities and functions that may not be clearly spelled out in this job description to support the company and help broaden your knowledge of the business.

### B. Position Responsibilities

- Establish, build and manage client relationships
- Interact with customers at the technical level, as required.
- Remain current on relevant technical information by attending meetings, conferences, task forces, and events.
- Identify existing DAS venues with no Maintenance contract and propose a support plan
- Client presentations and preparation of proposals and documents
- Aggressively close sales
- Apply RF Connect standard processes throughout the design and fulfillment of wireless solutions
- Perform a variety of activities and functions to support the company and help broaden your knowledge of the business.

### C. Position Requirements

#### Qualifications

- Customer Oriented - Ability to take care of the customers' needs while following company procedures.
- Communication, Oral - Ability to communicate effectively with others using the spoken word.
- Business Acumen - Ability to grasp and understand business concepts and issues.
- Analytical Skills - Ability to use thinking and reasoning to solve a problem.
- Relationship Building - Ability to effectively build relationships with customers and co-workers.
- Negotiation Skills - Ability to reach outcomes that gain the support and acceptance of all parties.
- Motivation - Ability to inspire oneself and others to reach a goal and/or perform to the best of their ability.
- Self-Motivated - Ability to be internally inspired to perform a task to the best of one's ability using his or her own drive or initiative.
- Energetic - Ability to work at a sustained pace and produce quality work.
- Honesty / Integrity - Ability to be truthful and be credible in the workplace.
- Communication, Written - Ability to communicate in writing clearly and concisely.
- Innovative - Ability to look beyond the standard solutions.
- Goal Oriented - Ability to focus on a goal and obtain a pre-determined result.
- Self-Confident - The trait of being comfortable in making decisions for oneself.
- Sales Ability - Ability to use appropriate interpersonal styles and communication methods to gain acceptance of a product, service, or idea.
- Detail Oriented - Ability to pay attention to the minute details of a project or task.
- Competitiveness - Willingness to strive to get ahead or to finish projects.

**Experience**

- 2 + years of experience in consultative sales with complex, high technology solutions.
- Experience in one of the following: Telecommunications, Networking, Wireless, Cellular, Facility industry desired
- Ability to work as team member

**Education/Vocational Training**

- High School Diploma
- Bachelor's Degree (preferred) or Work Equivalent

**Environmental/Physical Demands**

- Must have use of hands/fingers and capable of lifting within regulatory limits
- Business travel required

*The above statements are intended to describe the general nature and level of work being performed by people assigned to this position. They are not to be construed as an exhaustive list of all responsibilities, duties, and skills required of employees so classified. All employees may be required to perform duties outside of their normal responsibilities from time to time, as needed.*

*RF Connect is an Equal Opportunity Employer with leadership and a culture that supports diversity and inclusion.*