



## **Business Development Manager**

### **Why choose us?**

It's an exciting time to be part of our team. We are a fast-growing, privately held company that has been in business for 25 years. We accomplish our mission with a team who works collaboratively on meaningful, impactful projects for our clients. We empower our employees to work in the smartest, most efficient ways to achieve total balance between the demands of their jobs and their lives. That's why we give you the autonomy and support you need to work in the way that makes you most productive, agile, confident and insightful. We strive to listen to our clients, partner with them as a team, and accept their goals as our own.

### **About the role:**

Are you a performance-driven sales professional looking for an opportunity to drive revenue in the rapidly growing telecommunications industry? Does cold-calling feel like a sport to you because meeting new people and uncovering their needs is what you enjoy? Broadus is seeking a Business Development Manager to liaise with new and existing client partners and help take our business to the next level. The ideal candidate is a hunter and a relationship builder as well as a self-starter who possesses an entrepreneurial mindset required to source and sell our site acquisition and architectural and engineering services to carriers and turf vendors. You must be well-connected with strong relationships in the industry. You will leverage these relationships to generate and close leads to grow our business. You will consult with customers to identify their business challenges and recommend solutions to solve them—and ultimately deliver a powerful return for customers while improving their business and growing our revenue. You should understand the wireless industry and be interested in driving growth. This role is 100% remote so a demonstrated ability to succeed in an autonomous environment is key. This position works collaboratively with Broadus's leadership team to meet or exceed the annual sales targets.

### **What you will be doing:**

- Generating, sourcing, and closing leads
- Develop and execute sales plans to achieve assigned quotas
- Establish and conduct sales meetings with customers, presenting the Broadus value proposition
- Drive new sales opportunities through the entire sales process
- Reach out to new and existing clients in order to build strong long-term business relationships
- Cultivate strong relationships with decision makers and influencers within accounts
- Prepare proposals, presentations, and/or bids
- Develop strategic plans
- Increase Broadus' market share
- Understand technical aspects of wireless services and engage customers in a consultative approach by having a deep understanding of the work, our processes, and industry trends.
- Work collaboratively with Broadus's leadership team to deliver value to our customers



- Track, analyze and report on sales performance
- Develop accurate and timely forecast of sales opportunities

**About you:**

Ideal candidates will have a successful track record in B2B sales in the telecom industry (i.e., AT&T, T-Mobile, Verizon, Dish). Working collaboratively, this individual will strive to exceed performance targets, possess strong financial acumen, an ability to influence at all levels in an organization and provide excellent service to our clients. The ability to articulate the distinct aspects of infrastructure and services and skillfully navigate social media and presentation tools will be important for this role.

**Qualifications:**

- Bachelor's degree in Business, Engineering or related degree
- 5+ years of experience in wireless industry

**Employment Type:**

- Full time
- 50% remote, 50% travel
- Contract to hire
- Salary plus commission and bonus