



Department: Sales

Job Title: Business Development Specialist

The Company:

Kavveri Telecom Products is a global company selling RF products and solutions. We sell internationally. Target customer segments include Wireless Service Providers, Private Enterprise and Government organizations, affiliated Resellers and Systems Integrators selling into these segments.

Job Description:

This is a Co-op or Summer position to support the Sales organization with general business developments functions.

Job Duties:

1. Develop lists of targeted customers for various company product lines;
2. Contact existing and prospective customers to prequalify for sales opportunities;
3. Organize distribution of sales updates and collateral to partner organizations;
4. Prepare customer proposals under guidance of Sales team;
5. Develop update plans for company Web Sites;
6. Prepare sales reports for management reviews;

Qualifications, Skills and Experience:

- Business and/ or Engineering Student;
- Good Microsoft Office Application familiarity – including Excel, Powerpoint and WORD;
- Exceptional drive; passion; and outstanding verbal, written and presentation skills, including the ability to communicate with all levels of Executive/Senior staff and clients, are a must;
- Must be self-motivated, well organized and be able to work effectively both independently and as part of a team;
- Some familiarity with RF including antenna systems, wireless broadband, public spectrum Inbuilding technologies would be desirable;

Preferred locations:

Kemptville, Ontario

Opportunity:

This is an excellent opportunity for a Business Student with technical interests seeking international business experience.