

Department: Sales

Job Title: Regional Sales Manager

Job Description:

Identify, qualifying and quoting sales opportunities to wireless carriers within defined sales territory.

Job Duties:

- Drive increase in revenues and market share in assigned territory by ensuring an effective and proactive approach is taken toward all business opportunities;
- Develop and manage key strategic accounts – Wireless Service Providers - to maximize full sales opportunities;
- Prepare proposals and negotiate contracts;
- Manage forecasting of multiple sales opportunities through the use of CRM tools;
- Introduction of new products and services in designated territory.

Skills and Desired Experience

- Confident understanding of RF including antenna systems, wireless broadband, public spectrum Inbuilding technologies, RF filters markets, technologies, competitors and channels;
- A proven track record in major account development and successful sales performance in the sale of complex accounts;
- Identify, monitor and provide timely and accurate forecasts in a predictable, consistent and discipline, for future sales and revenue levels;
- 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;

Preferred locations:

New Jersey, Chicago, Toronto, Ottawa