



Job Posting

Location: Bay Area - San Francisco, CA

Job title: Manager – Business Development

Reports To: VP –CondoInternet/Spectrum Division

Type of Position:

Exempt, full time

Salary:

DOE; Base + Commission

Posting Period:

Until Filled

Purpose of Position:

The Business Development Manager is primarily responsible for obtaining ROE (right of entry) agreements as part the CondoInternet Business Development team to meet or exceed company targets and objectives. The Business Development team objectives include obtaining Right of Entry Agreements with Building Owners by fostering business relationships with large developers, Property Managers, and Residential Building Owners throughout CondoInternet Markets in the Puget Sound Area. The Business Development Manager will negotiate building access agreements with these customers to formalize the relationship with CondoInternet and ensure top quality service as well as manage direct the sales teams activities to achieve their individual goals.

Responsibilities include:

- Negotiate Access Agreement for residential multi-dwelling units, meeting/exceeding monthly targets for number of buildings/units assigned.
- Build relationships with strategic partners and organizations
- Work effectively with sales engineering/network deployment team to ensure timely review, assessment and deployment of all leads.
- Be aware of ALL new leads and potential target buildings, current or future. This will include (but not limited to) the following activities:
 - Neighborhood walkthroughs
 - Review of trade and online publications
 - Initiating and attending networking events
 - General up to date knowledge of MDU market within territory
- Attend various business and association functions within territory, including some evening events
- Convey building lead information politely and efficiently to support personnel and ensure all order information is entered accurately and within 48 hours
- Complete all Access Agreement paperwork, providing the owner/operator with a scheduled installation which has been stipulated by engineering and construction.
- Complete all paperwork and agreements accurately, legibly and thoroughly
- Maintain and demonstrate a current knowledge of CondoInternet products, programming, promotional offers, technology and deployment specifications
- Provide exceptional customer service at all times
- Manage CRM systems, process, and quality of data.
- Produce CRM output reports as requested by management.
- Maintain updated sales funnel records, logging notes, contact information & activities
- Project a professional business manner and operate with a high degree of integrity
- Perform other duties as requested.
- Management of direct staff and other resources assigned to the related to the areas of responsibility.

Qualifications:

- High school diploma or equivalent required, College degree preferred
- 4+ years prior experience managing business accounts in either a sales or customer service environment. Experience working in Telecommunications/Real Estate/property management highly desired.
- Strong written and verbal communication skills required, as this position is responsible for ensuring potential customers understand the features and benefits of all CondoInternet products and the pricing and promotional offers available
- Ability to work within Microsoft Office applications, such as Word, Excel, and Outlook
- Ability to work with and manage CRM systems
- Must be able to work independently with minimal supervision
- Excellent detail orientation and follow through skills
- Strong discretionary skills; this position will have access to information of a confidential nature

Physical Requirements:

- Frequent to continuous driving, walking, bending and reaching
- Occasional exposure to inclement weather
- Occasional exposure to frequent uneven surfaces, hills, stairs, heights
- Occasional use of standard office equipment such as computers, phone, copiers
- Local travel
- Ability to lift and carry up to 20 pounds on a frequent basis (sales materials)
- Position requires flexibility to work within non-standard business hours ranging between 8a.m. and 9p.m. within all 7 days per week to ensure sales quota is met

Diverse Workforce / EEO:

WaveDivision Holdings (WDH) recognizes and strongly supports the benefits of a diverse workforce, and strives to provide a culture that recognizes the unique contributions of each of our employees. WDH requires a drug test, background check, employment, and education verification as conditions of employment. WDH is an equal opportunity employer and will consider all qualified candidates regardless of race, color, religion, national origin, gender, age, marital status, veteran status, and the presence of a non-job related handicap or disability, or any other legally protected status

To Apply: Interested candidates may send cover letter and resume to hrmgr@wavebroadband.com (please include job title and location of position in your email).