

Airwavz Solutions

Vice President, Business Development – Commercial Real Estate Partnerships

Airwavz Solutions, a Charlotte NC based in-building wireless solutions provider for the commercial real estate industry, is currently seeking an executive-level business development professional to drive new revenues within the commercial real estate (CRE) industry across the United States.

Job Purpose and Description

It's a wireless world and Airwavz helps CRE owners develop and implement an in-building wireless strategy that will positively impact their marketability and financial value through the ever-changing technology landscape, including 5G, CBRS and PropTech. We are expanding our leadership team to include a seasoned professional with deep connections in the wireless and CRE industries.

Responsibilities of the Position

- Seamlessly integrate with Airwavz leadership team, reflect our values and customer-first focus
- Set the “top-down” strategy to complement the “bottom-up” approach with CRE building management, provide leadership and implement plans to secure CRE rights and deliver new revenues
- Set sales forecasts, guide sales process, collaborate closely with regional business development, marketing and other functional groups.
- Monitor competition and provide feedback to leadership team
- Participate in the hiring, on-boarding, training, oversight and development of sales staff
- Work closely with the teams responsible for wireless carrier relationships, network architecture, construction, network operations and other functional areas to ensure smooth customer relationships and additional sales opportunities
- Ability to travel for industry events, prospecting, meetings with customers and others

Skills and Experience

- Minimum of 10-years in technology or communications industry with role(s) in business development, sales, marketing or public relations
- Strong understanding of wireless technology sector, including commercial wireless operators, real estate partnerships, and network funding models
- Proven leader with an entrepreneurial mind-set and ability to turn existing and new professional relationships into business opportunities
- Intuitive development of sales strategies based on market conditions
- Proven team player who enjoys pressure, creating their own success and appreciates a new challenge
- Strong presentation, written communication, negotiation and sales skills

To apply, please send your resume and supporting materials to Careers@airwavz.com.

Thank you.