



# BUSINESS DEVELOPMENT OPPORTUNITY

## AIRWAVZ SOLUTIONS

### **Professional, 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

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