



DIRECTOR CARRIER RELATIONS & BUSINESS DEVELOPMENT **OPPORTUNITY**

TEXAS REGION

Headquartered in Charlotte, NC, Airwavz Solutions is a leading wireless infrastructure company that designs, develops, and delivers wireless infrastructure platforms as a service for building owners, service providers and enterprise customers to flexibly and economically solve the coverage and capacity challenge created by the explosion of mobile device use indoors. We are seeking a Director, Carrier Relations & Business Development professional to join our fast-paced team and support the aggressive growth of Airwavz Solutions' products and services.

POSITION SUMMARY:

The Director, Carrier Relations & Business Development will be based in Texas and is charged with developing, maintaining, and expanding the relations with carriers. Reporting to the Vice President of Carrier Sales and Operations the Director will be tasked with regular client touches on behalf of Airwavz, supporting the BD team with background on carrier intentions and presenting Airwavz colocation proposals to the appropriate teams within the carrier apparatus. Further, the Director will be responsible with managing the colocation process including but not limited to design, pricing, contracts, approvals and construction as well as maintaining Airwavz databases such as Salesforce. The Director will collaborate with members of the Airwavz team to deliver an excellent carrier client experience across all carrier client interactions from needs assessment through delivery and follow-up.

JOB ROLES + RESPONSIBILITIES:

The Director, Carrier Relations & Business Development is expected to regularly coordinate with the regional real estate team's individual markets. He/she must be flexible and opportunistic in sales strategy and will have measurable sales goals based on the sales organizations stated KPIs. The Director will expand Airwavz' service offering in the Texas market and beyond by capitalizing on his/her personal network of contacts, sourcing new clients and partners, and developing relationships for sales and business development.

A successful candidate will be expected to:

- + Represent/build the Airwavz brand in a professional manner within the marketplace.
- + Build a successful market sales program, empowered by Airwavz national strategies.
- + Manage accurate reporting for pipeline and forecasted sales while utilizing Airwavz sales processes as provided.



- + Prospect for and establish positive relationships with prospective new carrier clients on pre-approved target list provided by Airwavz.
- + Propose, pitch, negotiate, and close agreement on business terms for new business within pre-agreed parameters.
- + Coordinate with Airwavz contract team for finalization of contractual terms and conditions.
- + Collaborate with and implement any resulting directives with senior management to define company growth targets.

REQUIRED QUALIFICATIONS:

Sales and Industry Experience – Consultative sales experience with a proven track record of growing top line revenues; the candidate must have worked directly within the wireless infrastructure / telecom industry selling/buying services with carriers. Direct in-building sales experience is a plus.

Strategic and Innovative Mindset - Must be a creative, assertive and a decisive problem solver. Leverage these attributes to drive business development and company objectives. Develop complex sales strategies and proactively search and develop new opportunities with the overall goal of growing revenues, increasing Building Cash Flow, and exceeding customers' expectations at every level.

Organizational Attributes – The successful candidate will demonstrate being highly organized and detail-oriented, with the ability to keep multiple projects and client engagements active at once. He/she must demonstrate possessing a collaborative team-oriented mindset coupled with a strong results-oriented focus.

Communication and Interpersonal Skills - The Director will be an articulate speaker with strong presentation and written skills; proactive and clear in conveying important messages; affable and will interact well with people at all levels of the professional organizations he/she interfaces with.

Travel – Frequent visits to regional customers and prospects as required. Occasional national air travel is necessary. A current and valid driver's license is required.

Education - Bachelor's Degree from an accredited four-year college in Business, Marketing or related field is preferred though not required. Professional development coursework, sales training development and sales technology platform training and usage are a plus.



PHYSICAL REQUIREMENTS:

Prolonged periods sitting at a desk and working on a computer. Must be able to lift up to 15 pounds at times. Able to travel on cross-country flights and safely operate a vehicle.

COMPENSATION:

The Director, Carrier Relations & Business Development will receive an attractive compensation package including base salary, commission/bonus, and equity options. Airwavz offers a full array of company subsidized benefits including:

BENEFITS:

- + 401(k) with match
- + Heavily subsidized health, dental and vision insurance
- + Company sponsored life & disability insurance
- + Paid time off for vacation, sickness and holidays
- + Paid parental leave
- + Available pet insurance, legal assistance, and critical illness insurance
- + Employee assistance program
- + Flexible spending account programs
- + Travel reimbursement
- + Schedule flexibility with the ability to work from home

Airwavz Solutions is an equal opportunity employer and does not discriminate on the basis of race, color, religion, sex (including pregnancy, gender identity, and sexual orientation), national origin, age (40 or older), disability or genetic information, or any other characteristic protected by federal, state or local laws.