

Job Posting

Position: Director – Business Development - Telecom Outside Plant Engineering

Job Type: Full-time

Position Description:

RAMTeCH Software Solutions is a global GIS consulting, engineering, data management, and software solutions company specializing in the utility and telecommunications industries, and government. We are seeking a Senior Account Manager that would work remotely. This position is responsible for ensuring the sale of RAMTeCH's outside plant telecommunications engineering service solutions to Telco, MSO and E-Coop customers with a focus on broadband expansion in North America. Function would include generating new accounts, management of specified existing accounts and support of various other sales related activities associated with the position including functional interaction with peers, ensuring solutions are appropriately represented to customers and customer needs are represented to RAMTeCH, conferences, business partners, etc. The work requires the ability to access and interact with senior executives and directors at select telecommunications service providers, and solutions providers supporting these companies, while working across any aspect of a prospect's business units. Territory, accounts and other associated responsibilities will be determined based upon the successful candidate's experience, qualifications and location.

Position Requirements:

- Proven successful record of accomplishment of five or more years of experience selling significant outside plant engineering solutions to telcos, MSOs and E-Coop utilities or with other solutions providers servicing these markets. Acute focus growing the highly active broadband market, as well as managing and growing established accounts over a large territory will be required.
- Proven history of meeting sales goals, including quotas, managing and building key accounts, managing territory.
- Focus on sales efforts by planning and pursuing new business and make appropriate adjustments based on the prospect's needs, which can include general communications, presentations, demonstrations, etc. and will include leadership in coordinating work with other internal sales support and delivery staff.
- Negotiation and closing skills, initiative-taking, goal-focused, ability to develop strong customer relations and strong presentation skills.
- Provide leadership direction and direct contribution toward development of sales documents including bids, presentations, reports, etc.
- Provide routine and customary internal sales planning and execution reporting based on sales goals and as required by the company.
- Attend industry trade shows and other identified meetings as required, contribute to development of technical papers and presentations as required, and attend periodic company meetings.
- Contribute to direct sales as a team effort and provide constructive input to solutions, products, and services and to the sales organization through the execution of work.
- Build, prioritize, and manage an extensive pipeline of work that leads to consistent annual sales quota achievement.
- Work independently, coordinate sales support, and collaborate with a diverse interdisciplinary team, including business partners, to sell and close business.
- Excellent organizational skills, communication skills, listening skills, customer-facing skills.
- Strong understanding of broadband telecommunications business structures in multiple markets, business challenges, budget processes, and operational and business systems.

- Fundamental understanding of the broadband telecommunications marketplace, trends, and competition.
- Willingness to travel at levels consistent with the position and the location of accounts in the US and Canada, with potential for international travel.

Experience and Education Required:

- Minimum of five years of proven successful sales experience in the broadband telecommunications industry.
- Education: Bachelor's or master's in computer science, engineering, GIS, sales management, or a related field.
- Demonstratable Office 365 Suite skills.
- Understanding of and demonstrable competency with modern CRM programs.

Compensation:

- Salary: \$100 -140K based on experience and potential contribution.
- Incentive Compensation: To be negotiated driven by percentage of received on account invoicing.

Additional and Restated Job Details:

Travel: Moderate to extensive travel within the U.S. and Canada.

Location: This position will be performed remotely.

Work Authorization: US Citizen.

Join a global network of 3000+ high-caliber people, including an actively expanding North American operation, who collaborate and share an enthusiasm for successful project delivery. RAMTeCH encourages individual achievement and recognizes the strength of a diverse workforce. This position comes with a competitive compensation package, a comprehensive benefits package, including life insurance, health and dental insurance, tuition and training reimbursement, 401(k) retirement plan, paid holidays, vacation and sick time.

Our growing team awaits the addition of your technical knowledge and strong skills. For confidential consideration, qualified candidates should submit a cover letter, resume, and salary requirements to the following contact.

RAMTeCH is an Equal Opportunity/Affirmative Action Employer