

The Business Development Manager is responsible for developing strategic direction, opportunities, and customer & vendor relationships that support the growth of the CC&N portfolio with an emphasis on the DAS business segment.

Strategy and Process Execution

- ✓ **STRATEGIC EXECUTION:** Assists in developing and supporting the strategic plan that has been set for the near and long-term vision of the company.
- ✓ **SUPPLIER & MANUFACTURING RELATIONSHIPS:** Executive level engagement with key partners that position us to deliver differentiated value and solutions.
- ✓ **CUSTOMER RELATIONSHIPS:** Intentionally interacts and creates lasting relationships with existing customer base in order to retain current business and proactively work to grow CC&N's market share and identifies and develops relationships with new customers, driving growth for all of CC&N's offerings, with a specific focus on In-Building Cellular, Public Safety and Wi-Fi solutions
- ✓ **FINANCE:** Focus on margin attainment and cost management. Partner with the Accounting Manager and the Leadership Team to develop a yearly budget and KPI's that support the business strategies. Recommend a budget to the Leadership Team that aligns with the priorities, goals and objectives of the strategic plan.
- ✓ **SUPPORT STRUCTURE:** Embrace the holding company and affiliate business model where experiences, insights and tools may be shared across companies.

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Account Management

- ✓ Utilize customer relationship management (CRM) database to track sales activities and assist with Forecasting of both financials and resource needs
- ✓ Intentionally interact and create lasting relationships with existing customer base to retain current business and proactively work to grow CC&N's market share
- ✓ Demonstrate ability to deliver differentiated value solutions in partnership with key manufacturer and distribution partners
- ✓ Participate in Bid Reviews to ensure appropriate strategy and alignment with financial goals and targets

Sales Process Optimization

- ✓ Develop and execute financial and operational strategic plans to drive sustainable growth
- ✓ Ensure customer communications are executed consistently, efficiently, and effectively, and are in alignment with the project solution and project plan
- ✓ Liaise with customers to manage sales and post-sales activity, in partnership with internal design, and project management teams
- ✓ Promote adherence to operational processes and provide guidance and direction on continual process improvement

Business Development

- ✓ Partner with Marketing support team to define goals, audiences, unique value proposition, brand personality and positioning language for the organization
- ✓ Collaborate with internal teams to understand the most effective messaging to target new and existing customers.
- ✓ Responsible for supporting proactive market assessment, target customer identification, and sales plan development to achieve business growth objectives
- ✓ Plan and organize work with a sense of urgency, personal accountability, and professionalism consistent with that of the CC&N culture