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Business Development Representative

RFNOW Inc. is seeking applications from motivated individuals interested in joining our *Business Development Team*. As the one of the potential customer's first point of contact, you will be responsible for generating leads in both the residential and business communities through a variety of outgoing service initiatives. You will have thorough knowledge of our offerings and will help align our customers' interests with the right products and services.

General Responsibilities:

- Develop business opportunities by identifying prospects and researching and analyzing sales options.
- Sell products by establishing contact and developing relationships with prospects; recommending solutions.
- Maintain relationships with clients by providing support, information, and guidance; researching and recommending new opportunities; recommending profit and service improvements.
- Maintain and support a detailed database of potential and established clients.
- Prepare quotes for clients that are based on models and calculations of costs.
- Prepare management reports by collecting, analyzing, and summarizing information.
- Work closely with other RFNow employees for scheduling and client care.
- Identify product improvements or new products by remaining current on industry trends, market activities and competitors.
- Maintain quality service by establishing and enforcing organization standards.
- Maintain professional and technical knowledge by attending educational workshops; reviewing professional publications; establishing personal networks; benchmarking state-of-the-art practices; participating in professional societies.

Qualifications & Experience:

- Bachelor's degree in Business, Marketing, or Communication preferred
- 3 years experience in outgoing business generation
- Proven track record of meeting or exceeding attraction and registration targets
- Excellent analytical skills and experience with data-driven decision making
- Strong communication and presentation skills

If interested, please forward your resumé detailing your qualifications to Careers@rfnow.net

About RFNOW Inc.

RFNOW Inc. is a successful, dynamic organization with opportunities to grow and specialize in a number of areas within the field of technology and construction including broadband wireless communication, fibre optics, network architecture/maintenance, directional drilling, cable plowing, line locating, tower building, residential and commercial service connections, and heavy equipment operation and maintenance. Learn more at www.rfnow.com