



297 Nelson Street W
P.O. Box 448
Virden, MB R0M 2C0
Phone: 1-866-887-3669
Email: careers@rfnow.com

Director of Commercial Sales

RFNOW Inc. is seeking an experienced Director of Commercial Sales in the telecom field to add value to our growth activities by identifying new commercial opportunities and spearhead marketing efforts. You will be a proven leader with excellent organizational skills who supports a performance-based culture. You will be innovative and apply creative strategies to attract and develop our commercial customer base.

This role can be performed from our office in Virden, MB or remotely. Familiarity with locations and markets in rural Manitoba and Saskatchewan is beneficial.

General Responsibilities:

- Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth
- Conduct market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Understand the requirements of existing customers to ensure their needs are being met
- Act to acquire new customers and manage client relationships (new and existing)
- Collaborate with and coordinate diverse teams (marketing, sales, customer service etc.)
- Build and maintain profitable partnerships with key stakeholders
- Monitor performance of commercial activities using key metrics and prepare reports for senior management
- Assist in setting financial targets and budget development and monitoring

Qualifications & Experience:

- Proven experience as commercial director or similar role; ideally within the telecommunications field
- Proven experience in sales and/or marketing and managing relationships with key clients
- In-depth understanding of market research methods and analysis
- Solid knowledge of performance reporting and financial/budgeting processes
- Commercial awareness partnered with a strategic mindset
- Excellent organizational and leadership skills
- Outstanding communication and interpersonal abilities
- Degree in business administration, finance or relevant field may be an asset

If interested, please forward your resume and cover letter detailing your interest and qualifications to careers@rfnow.com.





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RFNOW Inc. is an equal opportunity employer. We welcome applications from people from all backgrounds and capabilities. Applicants are welcome request necessary accommodations throughout our employment process.

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

> Contact us to learn more about **rewarding career** opportunities!

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