

## **Sales & Business Development Director**

### **Tracking Code**

RVBA2016-0060

### **The Roanoke Valley Broadband Authority**

Four local municipalities, the Cities of Salem and Roanoke and the Counties of Roanoke and Botetourt, have worked together to jointly build the Roanoke Valley Broadband Authority (RVBA) in response to approximately 4 years of consistent citizen-driven demand. The primary goal of the new network is to support continued regional economic development. It is the job of the Roanoke Valley Broadband Authority to provide the tools needed to ensure our region and our workforce remain competitive on a national scale as the cultural demand for high speed and high-capacity internet and data transport services continues to increase.

At the RVBA, we are proud to foster an inclusive environment where we leverage, value and respect all employee perspectives, ideas, and solutions to meet the needs of our customers. And, our team is growing!

### **Job Description**

The RVBA is looking for a Sales & Business Development Director. This position requires expertise in account development strategy and the successful candidate must manage multiple accounts across industry sectors. Clients will include Business, Government, and Educational entities and require business analysis that demonstrates and applies the unique market drivers inside each sector. RVBA's Sales and Business Development Director must have the ability to provide guidance across the entire client portfolio, stay up to date on trends and successfully apply this knowledge to ensure continuous organizational success. We are looking for a candidate with a background in large system sales. The successful Sales and Business Development Director will be highly motivated with strong interpersonal and leadership skills and have the ability to handle many competing priorities across customer accounts.

### **Required Skills**

- Sales Strategy - Drive and grow the RVBA client base across the service region and generate cross sales with RVBA partners
- Quota Management - Responsible for meet/exceeding sales quota
- Business Management - Responsible for developing and submitting weekly status/progress, forecast, business case reports and strategic recommendations
- Targeting - Ability to identify business values and buyer objectives and leverage them to drive demand. Demonstrate a working knowledge of the competitive landscape and the serving area business market. Understand competitive position and business models and leverage differences to drive customer preference.
- Direct Selling - Apply a thorough understanding of RVBA offerings, features, and solutions to develop prospects into customers. Respond to inquiries and requests from RVBA's various customer channels and partners. Identify, target, and successfully engage with prospective customers in-person, online and over the phone.
- Fulfillment Oversight - Overall responsibility for sales and the fulfillment process associated with each service area activity

### **Desired Characteristics:**

- Customer Centricity - Establish a keen understanding of the customer's business model, drivers and motivators for the RVBA team

- Proactive - Identify and develop new customer sales opportunities across both new and existing customer groups
- Solution Focused - Develop, present, and propose credible, functional, and pragmatic sales solutions (in conjunction with partners when required)
- Team Player - Work with extended RVBA team, including executive team, solution marketing and management, and sales operations to achieve sales and revenue objectives.
- Flexible - ability and willingness to perform other duties as requested/assigned

### **Required Experience**

- Large scale solution sales experience
- Proven experience negotiating, solutions-based sales with end-users.
- Clear understanding of Customer business drivers, objectives, strategies.
- Extensive experience in Sales, Account Management, and Sales Management and demonstrated leadership skills.
- Knowledge in existing networks
- OTN & Packet-Optical Networking Technology background required.
- Carrier Ethernet and L2 Technology background required.
- Knowledge of NFV and SDN architecture.
- Strong interpersonal skills.
- Strong presentation skills required
- Utilization of database system for required forecast reporting
- Self-starter, capable of 'owning' areas of responsibility and involving senior management for necessary issues
- Management and leadership skills to drive regional activities to achieve business objectives
- Understand Telecom business models and drivers
- Ability to prioritize, organize and operate in a fast moving, aggressive environment
- Excellent analytical, collaborative and communications skills
- Self-motivated, with exceptional discipline to work independently in order to assure success
- Highly motivated, ability to handle many competing priorities within multiple accounts
- Local Travel required

### **Notice of Physical Demands:**

While performing the duties of this job, employee may be required to sit; climb or balance; stop, kneel, crouch or crawl. The employee must frequently lift and/or move up to 10 pounds and occasionally lift and/or move up to 25 pounds. Specific vision abilities required by this job include close vision, distance vision, color vision, peripheral vision, depth perception and ability to adjust focus. The employee frequently is required to walk; use hands to fingers, handle or feel, reach with hands and arms, talk and hear. The employee is occasionally required to stand.

### **Job Location**

Roanoke, Virginia USA

### **Position Type**

Full-Time/Regular

If interested, please send a cover letter and resume via email to:

- [odooley@highspeedroanoke.net](mailto:odooley@highspeedroanoke.net)
- snail mail:  
RVBA  
313 Luck Avenue, SW

Roanoke, VA 24016  
Attn: Postings

Please note: Only direct applications will be accepted, no outside agencies