

## **Business Development Representative**

**Location:** East Rutherford New Jersey

### **Company Overview:**

Professional Wireless Systems (PWS) is a leader in RF & Communications with over 30 years in the entertainment industry. As a wholly owned subsidiary of Masque Sound & Recording, PWS specializes in delivering innovative solutions.

### **Position Overview:**

We are seeking someone for a dynamic Sales & Business Development position who thrives in a fast-paced environment and has a passion for innovation. This role will involve sales strategy, operational oversight, and client relationship management, with a focus on increasing revenue. This position answers to PWS general manager and ultimately to the principals at Masque.

### **Key Responsibilities:**

- **Strategic Leadership:** Develop and implement sales and operational strategies to drive nationwide growth.
- **Sales Management:** Identify and pursue new business opportunities, expand market share, and build long-term client relationships.
- **Operational Oversight:** Collaborate with the team to ensure efficient project management, resource allocation, and quality control.
- **Client Relations:** Foster strong relationships with key clients, delivering tailored solutions to enhance customer satisfaction.
- **Innovation and Improvement:** Lead continuous improvement initiatives using industry best practices and emerging technologies.

### **Qualifications:**

- **Experience/Skills:**
  - 5+ years in a leadership role with RF & Communications in the entertainment industry.
  - Proven track record of driving sales growth and managing large-scale operations.
  - Experience with computer networking, Riedel, Clear-Com and RAD intercom systems.
  - Experience working with UHF, VHF, STL and DECT bands.
  - Must have an understanding of RF over Fiber.
  - Must be able to design and deploy Distributed Antenna Systems.
  - Familiar with Dante & MADI.
  - Proficient in using intermodulation analysis software and apps.
  - Must have general knowledge of audio systems with the ability to assemble small audio setups.
  - Exceptional leadership, communication, and interpersonal skills.
  - Strategic thinker with tactical execution capabilities.
  - Customer-first mindset with strong relationship management skills.

### **Compensation and Benefits:**

- \$100k and up; Competitive base salary, based on skills and experience.
- Negotiable on-site work incentives.
- Comprehensive benefits package, including health, dental, vision, and life insurance.
- 401(k) with company match after 1 year.
- Company-provided iPhone, laptop, and AMEX.

**How to Apply:** [Employment@masquesound.com](mailto:Employment@masquesound.com)