**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