



Job Title: Business Development Sales Representative
Reports To: Sales Manager – USA East or West

Senko Advanced Components is a recognized Global Leader in Fiber Optic Interconnect products for nearly 25 years in the USA. Based in the United States, we are a privately owned company that has continued to grow year after year.

We are looking for a qualified representative to join the Senko Team on the East/West Coast! You will be working directly with clients to define, specify and implement interconnect solutions, specifically in our wireless market. You will be supporting the company sales goals by providing growth through business development as an Outside Sales Representative. As a Business Development Representative, you will own and manage the technical relationship with accounts in your assigned territory as well as act as a liaison between your customer engineering and manufacturing to ensure customer needs are met while achieving your business objectives.

Responsibilities

- Development of OEM business with both new and existing customer base using Senko supplier base
- Focus on the Wireless Market, specifically 5G, DAS, Small Cell and FTTA
- Manage a portfolio of accounts to achieve long-term success
- Continues development of key relationships within the existing customer base
- Development of new product idea and market opportunities
- Set and track sales account targets, aligned with company set objectives
- Coordination with inside sales and technical personnel to identify and generate additional opportunities within existing accounts and potential customer networks
- Maintaining and accountability for customer contact and sales forecasting

Requirements

- Degree in Business, Marketing or relevant field preferred
- Minimum 3 years' experience in direct sales to OM's in wireless industry, developing territories and new business development
- Ability to travel (50%)
- Proficient in MS Office; Knowledge of MA500 a plus

For more information, please email careers-usa@senko.com.