

Business Development Rep

Chicago, IL

Fall 2020



Mesh++ designs solar- and battery-powered mesh WiFi radios and telemetry tools for temporary or permanent outdoor installations. Our intention is to make last-mile infrastructure fully wireless, allowing for simple temporary installations and non-intrusive permanent ones. Our key advantage is a low loss-per-hop that is accomplished with advanced hardware and proprietary ad-hoc routing.

This full-time position is based out of our office in River West, Chicago.

We are looking for our first Business development representative to open new business opportunities.

Responsibilities:

- Generate sales through all mediums including, but not limited to cold calling, email campaigns, proposals, meetings, presentations and any other creative angle that comes to your mind
- Identify prospective leads through various research methods
- Develop relationships with Decision Makers
- Help establish and shape our sales process
- Keeping meticulous records of interactions with leads in our CRM
- Attain and consistently exceeding your monthly quotas

Preferred Qualifications:

- 2-5 years of professional sales experience
- Experience cold calling and emailing companies for greenfield or whitespace opportunities
- Consistent quota attainment and achievement of KPIs
- Strong people skills; organizational skills
- Ability to work independently
- Technologically savvy, resourceful, creative, analytical and business-minded
- Familiarity with the networking industry

Please contact lee@meshplusplus.com with resume or questions.