

**RADIANT TECHNOLOGY SEEKS A
BUSINESS DEVELOPMENT CANDIDATE FOR OUR DIGITAL SIGNAGE DEPARTMENT**

Job Title: Business Development-Digital Signage

Compensation: Base + Commission

Job Location: Columbus, Ohio



RADIANT™
TECHNOLOGY

The Position

We are seeking a true Business Development hunter to tenaciously pursue and uncover opportunities for our Digital Signage Division. The role will require a combination of prospecting, lead qualifications and working with existing customer to close business. This position will support our four branches and cultivate opportunities nationally.

Partner with our Marketing staff to identify appropriate messaging and develop customers within specified business sectors to generate effective leads and exceed sales targets for the business.

The Digital Signage Business Development position requires a deep understanding of affiliate marketing and a proven track record of driving sales growth through a variety of different tactics, as well as demonstrable examples of taking a client from initial conversation to a signed contract.

Professional Requirements

- Ability to effectively describe complex technology systems to executive, management and implementer level customers.
- Ability to interact with and influence multiple sales channels.
- 3+ years working in a sales environment.
- Present offerings to customers remotely and in person.
- Represent Radiant at industry events, promotional events, networking events, and product demonstrations.
- Attend training inside/outside Radiant offices to develop sales skills.
- Extreme competence using and talking technology.
- Ability to manage and track lead generation and a sales pipeline through a CRM System.
- Proven network within the Audio Video industry is a plus.
- Formal sales training a plus.

Requirements

- Tenacious & creative sales approach.
- Curious and inquisitive.
- Driven and motivated by results.
- Passionate about performance marketing.
- Strong presenter negotiator and influencer.
- Excellent written skills.
- Organized with good attention to detail.
- A self-starter who can spot new opportunities.
- Able to work as part of wide and varied team.

Benefits

Radiant offers a generous benefit package including:

- Health benefits including medical, dental and vision.
- Company life insurance and voluntary term life Insurance.
- Short-term and long-term disability.
- 401(k) Retirement plan.
- Paid Time Off (PTO) includes holidays, sick time and vacation.

To Apply

If you are the right candidate, submit your updated resume, working email address, updated contact information, and a letter explaining, in your own words, how you will help meet our goals. careers@radianttech.net

About our Company

Radiant connects clients to coworkers, customers, and market leaders through seamlessly integrated audiovisual solutions. Established in 2001, the company has a blue-chip client list including Cardinal Health, Limited Brands, Children's Hospitals, Miami University, and some of the Midwest's most progressive companies, schools, and hospital systems. To visit a Radiant Interactive Experience Center near you in [Columbus, Cincinnati, Cleveland or Louisville](#), call 800-348-4008 or visit RadiantTech.net.