Business Development Manager – 5G deployment

Vicinity Technologies Limited, a dynamic leader in the UK's 5G and AI revolution, is seeking a driven Business Development Manager to accelerate our 5G deployment across the nation.

Job Responsibilities:

- Proactively identify and pursue new partnerships and contracts with mobile network operators, system integrator, neutral host provider, and enterprise customers for 5G public and private network deployment.
- Develop and execute strategic sales plans to achieve ambitious revenue targets for 5G deployment projects.
- Cultivate and maintain relationships with key stakeholders in the telecommunications industry, including government agencies, regulatory bodies, and industry associations.
- Lead contract negotiations, ensuring favourable terms and conditions that maximize our profitability.
- Act as a brand ambassador, promoting our expertise in 5G technology and showcasing our commitment to innovation and customer satisfaction.

Requirement:

- A minimum of 5 years of experience in business development or sales within the telecommunications industry, with a focus on 5G technology.
- A strong network of contacts within the UK telecommunications sector, including mobile network operators, system integrator, neutral host provider, and enterprise customers.
- A solid understanding of 5G technology, its applications, and the challenges and opportunities it presents for businesses.
- Excellent negotiation and persuasion skills, with the ability to close complex deals and secure long-term partnerships.
- Strong communication and presentation skills, both written and verbal, with the ability to effectively articulate complex technical concepts to diverse audiences.

Vicinity Technologies Limited

Vicinity is a dynamic and rapidly growing leader in the UK's 5G and AI landscape. Established in 2023, we are dedicated to developing and deploying cutting-edge commercial systems that harness the power of 5G connectivity and artificial intelligence.

Our team of experts is committed to pushing the boundaries of innovation, leveraging our robust research and development capabilities to create transformative solutions for a diverse range of industries, including communications, AI, data analytics, integrated circuits, and the Internet of Things.

At Vicinity, we foster strong collaborations within the 5G and AI ecosystem, partnering with leading silicon providers, system integrators, operators, and academic institutions. This

collaborative approach enables us to accelerate the development and deployment of market-leading solutions, ensuring a rapid time to market. We are also actively engaged in researching advanced technologies such as 6G, mission-critical systems, and satellite communications, paving the way for a more connected and intelligent future.

For further information, please visit our website: https://www.vicinitysys.com/

Why Join Us:

- Play a key role in shaping the future of connectivity in the UK, as we build and deploy the next generation of 5G networks.
- Enjoy ample opportunities for professional development and advancement within a rapidly growing company.
- Benefit from a competitive salary, performance-based bonuses, and a comprehensive benefits package.

If you are a driven, results-oriented professional with a passion for 5G technology and a desire to make a significant impact, we want to hear from you. Please submit your resume and a compelling cover letter to enquiry@vicinitysys.com

Join us in building a more connected future!