



UPN is breaking into a new market! We are currently looking for an experienced **Account Director K-12** to serve our Education customers in Illinois and Iowa. This candidate will be responsible for prospecting and selling Unite Private Networks services to K12 customers within our network footprint. Self-starter with experience and desire to acquire new business. Adept at funnel management, developing opportunities by positioning at a high level to build relationships and close business over a long term sales cycle. Experience in responding to RFP's, E-rate knowledge, and contacts in the education market in Illinois and Iowa are a plus. Demonstrate success as a top sales performer consistently exceeding quota.

Specific responsibilities include:

- Previous selling experience should include a focus on the full range of prospecting selling and closing.
- Candidates must have the ability to prospect sell and close at multiple levels.
- Candidates must have extensive knowledge of the telecommunications industry and define and execute sales strategies and communicate clearly and concisely through professional presentations.
- The Sales Director will be responsible for managing the sales cycle and forecast accurately.
- Strong Data and managed network services competencies.
- This position requires strong Relationship building, Account Management, client interface, writing, and presentation skills. In depth understanding of education industry drivers strategy and buying cycles.

Requirement for the position include:

- College degree
- Minimum 5 years' experience selling telecommunications services to educational accounts, Carrier accounts or Enterprise customers a plus.
- Must have a proven track record of building and executing sales strategies to penetrate, close, and manage business.
- Must be able to manage existing complex data enterprise network accounts, involving Network infrastructure, network design and custom applications.
- Strong negotiation and closing skills required.
- Requires a professional demeanor with strong communications skills – verbal and written.

Salary is commensurate upon education and experience. Qualified candidates interested in this opportunity should submit their cover letter and resume.

UPN is an Equal Employment Opportunity/Affirmative Action Employer: M/F/D/V

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