



Position Title: Business Development Manager, Emerging Markets

Reports To: VP of Sales – Federal and Emerging Markets

Unite Private Networks (UPN) provides high-bandwidth, fiber-based communications networks and services to schools, governments, carriers, data centers, hospitals, and enterprise business customers across a 20 state service area. Service offerings include dark and lit fiber, private line, metro-optical Ethernet, Internet access, data center services, and other customized solutions. Headquartered in Kansas City, MO, UPN has been providing customer focused communications solutions since 1998. For more information on UPN, please visit www.uniteprivatenetworks.com.

Position Summary: Unite Private Networks is looking for a Business Development Manager to increase our revenues and profitability in our emerging markets in multiple states across our footprint. The BD Manager will need to develop these sales leads and opportunities through personal contacts and sales calls, as well as follows ups through phone calls, emails, and even social networking. Experience in working with smaller communities and local government is a plus. Finally, excellent credentials and an extensive professional network of contacts will be important to a fast start.

Responsibilities:

- Research and prioritize the opportunities in each of the markets including traveling to the communities to talk with key contacts and increase awareness of our services and network.
- Utilize our current sales director's contacts, your networking skills, and your own contacts to build base of community influencers, prospects and customers.
- Assist in developing sales and marketing strategies to increase penetration in these markets.
- Develop and qualify the opportunities to hand off to other Sales Directors for closure and in some cases, close the sales opportunities on your own. Propose and recommend solutions to key community prospects as well.
- Work with vendor and other partners to help develop business opportunities where appropriate.
- Manage territory and determine most efficient way to reach these approximately 25 communities. Travel is required to make initial contacts and gain knowledge about the communities, but a good portion of the follow up work will be done over the phone, email, and conferencing.
- The BD Manager may need to present findings, get creative through partnerships or other business development strategies, keep abreast of competitive strategies, and recommend strategies for expansion or changes in these emerging markets.
- As a new position, the BD Manager will need to be creative, experimenting with different ways to achieve success with this position and remain flexible to changes in the future. In most cases, the BD Manager will hand off the opportunity to another Director for closure, although there could be situations when the BD Manager will need to close the sale themselves.

Requirements:

- Sales, Relationship building, follow up, and teaming will be the most critical skills,
- 5 plus years of experience in sales/business development and familiarity with business and market issues, finance, market research, and strategic planning.

- Experience in working with RFP's, making presentations, and handling potentially long sales cycles.
- Experience in working with local government, healthcare, financial industries will be helpful.
- Excellent written, verbal, and presentation communication skills.
- A college degree is required with a major in business preferred.
- Excellent time and territory management and organizational and prioritization skills.
- Computer proficiency necessary in Word, Excel, Power Point, and Outlook.
- Excellent people and networking skills with ability to adjust style to various types of personalities and teams. Ability to call on the smaller customer who is a jack of all trades, chamber of commerce contacts and other community contacts, as well as call on the engineer who is technical

For more information and to submit a resume and cover letter, please email careers@upnfiber.com.