We are growing! UPN is currently looking for an experienced **Senior Account Director** located in **Albuquerque, NM.** This candidate is responsible for prospecting and selling Unite Private Networks metro ethernet, dark fiber, and hosted voice services to Enterprise customers within the Albuquerque Metro footprint. This candidate should also have demonstrated success as a top sales performer consistently exceeding quota. Working knowledge of DWDM network architecture, Ethernet services, Dark fiber & wavelengths, and hosted voice services.

Specific responsibilities include:

- Previous selling experience should include a focus on the full range of prospecting selling and closing in a technical environment at multiple levels.
- Candidates must have extensive data and voice knowledge of the telecommunications industry and define and execute sales strategies and communicate clearly and concisely through professional presentations.
- The Senior Account Director will be responsible for managing the sales cycle and forecast accurately in a customized CRM model.
- This position requires strong account management and client interface and presentation skills. In depth understanding of client business drivers strategy and buying cycles.
- The individual must comply with departmental and corporate internal controls and all internal controls processes.

Requirement for the position include:

- College degree in Business
- Minimum 5 years' experience selling complex data and voice telecommunications services to Carrier or Enterprise customers.
- 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 as well as knowledge of the Albuquerque metro are required.

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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