



We are growing! UPN is currently looking for an experienced **Carrier Account Director - Wireline** available to work remotely. This candidate is responsible for prospecting and selling Carrier Wireline ethernet, wavelength and IP services to interexchange Carriers, CLECS, ILECs and cable MSO's. Self-starter with experience and desire to manage an existing account base as well as acquire new business. Adept at prospecting funnel management and closing business within a CRM model. Demonstrated success as a top sales performer consistently exceeding quota. Working knowledge of DWDM network architecture, Ethernet services, IP, Dark fiber and wavelengths.

**Specific responsibilities include:**

- The Carrier Account Director is responsible for managing the sales cycle and forecasting accurately in a customized CRM model.
- Cultivate new and existing relationships to close new revenue opportunities.
- Achieve or exceed monthly revenue targets.
- Schedule and attend sales meetings to present UPN's value proposition and Carrier Wireline's product portfolio.
- This position requires strong account management and client interface and presentation skills. In depth understanding of client business driver's strategy and buying cycles.
- The individual must comply with departmental and corporate internal controls and all internal controls processes.
- The individual must possess and employ the highest ethical and business standards and always conduct himself/herself with the greatest degree of professional integrity.
- Candidates must be adept at carrying out consultative selling in a hunter role to Carrier accounts to include ILEC's, CLEC's, IXC's and Cable MSO's.
- Other duties as assigned.

**Requirements for the position include:**

- College degree in Business
- Minimum 8 years' experience selling Ethernet, IP, NNI's, Waves and API's to Carrier accounts.
- Active rolodex.
- Must have a proven track record of building and executing sales strategies to penetrate, close, and manage business.
- Previous selling experience should include a focus on the full range of prospecting selling and closing in a technical environment at multiple levels.
- The individual must possess and employ the highest ethical and business standards and always conduct himself/herself with the greatest degree of professional integrity.
- Candidates must have extensive data knowledge of the telecommunications industry and define and execute sales strategies and communicate clearly and concisely through professional presentations

**Skills/Abilities for the position include:**

- Must be able to manage existing complex data enterprise network accounts, involving Network infrastructure, network design and custom applications.
- Strong negotiation and closing skills are required.
- Requires a professional demeanor with strong communications skills – verbal and written.
- Strong time management and organizational skills.
- Willingness and ability to travel overnight.

- Knowledge of GIS, CRM and Customer Pricing Portals.
- Ability to sit for long periods of time while operating a computer. This position may also have to do some light lifting of supplies and materials from time to time.

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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