



We are growing! UPN is currently looking for an experienced **Solutions Engineer** located in **Kansas City, MO** that is interested in growing with us. The candidate will be responsible for providing technical sales support for Sales Account Directors in multiple markets. The SE will provide daily guidance to Account Directors to obtain quota goals by means of a variety of sales related deliverables.

Specific responsibilities include:

- Become the product/process expert and provide regular ongoing training for new and existing staff.
- Attend customer meetings with Sales to ensure UPN's capabilities are accurately and effectively being communicated to the customer.
- Assist Sales to create/design UPN specific solutions to accommodate customer requests, including customized logical drawings, fiber route maps, scopes of work, RFP responses, and other items as needed.
- Review and Qualify the Economics of each opportunity.
- Occasionally present to small-medium sized audiences.
- Post-Sales support includes handing over projects to the delivery teams, and occasionally creating formal SOW reviews for operations.
- Other duties as assigned.

Requirement for the position include:

- Bachelor's degree
- Minimum 3 years' experience as a Sales/Solutions Engineer in Telecommunications.
- Business travel will be required for this position.
- Understanding of Fiber Optic Network Design principles and implementation.
- Understanding of Metro Ethernet and design concepts.
- Basic understanding of the OSI model.
- Understanding of DWDM, MPLS, WAVE, EPL, IP and BGP.
- Excellent written and verbal communication skills.
- Understanding of how to be a dynamic public speaker.

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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