



UPN is currently looking for a **Business Operations Manager** (Texas) to provide financial and strategic support to the regional sales leaders of our Dallas and San Antonio markets. In this role you will operate with significant autonomy and have a unique opportunity to make a tangible impact on the way we go to market, sell, and develop our Texas markets. You will work cross functionally, with access to how the business is run, what matters, how leadership makes decisions, and how systems are built and used.

Specific responsibilities include:

- Analyze and draw insights from monthly financial results and KPIs
- Communicate results and insights to company leadership via monthly reporting
- Assist Regional Sales Director (RSD) in development of market strategic plan and measure and communicate results against plan throughout the year
- Assist RSD and sales reps in pricing deals and project manage opportunity during pre-sales process to close
- Work with RSD to capture and present customer insights specific to their market
- Work with a cross functional team including the RSD, RVP Ops, Business Development, and Real Estate to identify, prioritize and execute on market and network development opportunities
- Support RSD in measurement and presentation of market-level strategic initiatives (market development opportunities, strategic deals, ad hoc business cases, etc.)

You Will Thrive in This Role If:

- You are highly analytical and curious to learn
- You are determined, resilient, and can give and take feedback
- You can work quickly and efficiently in Excel and PowerPoint, with a general understanding of best practices
- You are eager and able to drive insights to the business using data
- You are excited to proactively seek perspectives from internal and external stakeholders
- You are excited to work collaboratively in a matrixed environment
- You have general finance and accounting acumen
- You have strong oral and written communication skills
- You have executive presence and an ability to influence others
- You take pride in attention to detail, balanced with an ability to focus on what matters/is most impactful

Requirements for this position include:

- Bachelor's degree
- 3-5 years in finance, accounting, consulting, investment banking, or related field
- Experience/understanding of telecommunications industry
- Experience/understanding of an enterprise sales organization

Salary commensurate with 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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