



UPN is looking to hire an experienced National Channel Manager with the objective of driving sales activity into the UPN core markets through relationships with the Channel Partner community. The National Channel Manager will drive brand recognition and evangelize the UPN network to partners all over the country. The National Channel Manager will report to the VP of Alternate Channels. The National Channel Manager is a strategic position that assists in driving UPN's corporate goals and profitable sales growth.

Specific responsibilities include:

- Leverage UPN's partnership with Master Agents to penetrate the partner community outside of the UPN core markets.
- Evangelize the UPN core markets to all partners and agents outside of those core markets.
- Drive the UPN asset in "ghost" markets to local partners in those markets
- Participate in partner events in "outside core" markets and ghost markets, assist in expanding the UPN footprint into new markets
- Report on activity with partners
- Track all out-of-market Channel sales and pipeline through CRM
- Work with local leaders and Account Directors on assigned opportunities

Requirement for the position include:

- A solid understanding of the Channel
- Minimum 5 years' experience working in the Channel
- Must have relationships with Master Agents and subs across several key markets
- Self-starter
- Proven history of success in growing regions and executing sales strategies
- Candidate must have extensive data knowledge of the telecommunications industry
- Strong presentation skills
- Willing to travel
- Excellent understanding of fiber networks and knowledge of industry competitors

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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