



We are growing! UPN is looking to hire a **Business Development Manager** on our Business Development team in **Kansas City, MO**. The Business Development Manager will be responsible for developing and executing on a pipeline of market development opportunities and other key strategic growth initiatives for UPN. The Business Development team works cross functionally with UPN's sales, operations, finance, and legal organizations to qualifying, prioritize, and execute on strategic growth opportunities. The team is responsible for the strategic rationale, financial analysis, preliminary design engineering, and decision support up to and until hand off to operations for implementation.

**Responsibilities include:**

- Developing and communicating UPN's market development growth strategy.
- Development and execution of a strategic growth pipeline including new market entry, asset purchases/swaps and strategic partnerships.
- Identifying, prioritizing, and executing on asset purchases and swaps with other telecom companies, utilities, and municipalities.
- Coordination of internal working teams (in partnership with Business Development Engineering Manager) to communicate project strategic rationale, gather cross functional input, and drive the working team to key decision points.
- Primary responsibility for creation of analytics that support executive decisioning of opportunity from idea generation through execution (i.e. financial models, opportunity overviews, etc.)
- Development and maintenance of company Wiki related to market development activities.
- Along with other members of Business Development team, serve as internal subject matter expert for market development projects from idea generation through execution and project implementation.
- Other ad hoc strategic growth initiatives

**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 (financial modeling and data analytics capability is a plus)
- You are organized and effective at keeping a team on task with attention to detail
- You are excited to work collaboratively in a matrixed environment
- You take pride in attention to detail, balanced with an ability to focus on what matters/is most impactful
- You have or are enthusiastic to develop a working understanding of telecom network planning, design, and operations

**Preferred Qualifications**

- Bachelor's degree
- 3+ years in finance, strategy, transaction services, project management, or related field
- Experience/understanding of telecommunications industry

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