



UPN is currently looking for an experienced **Regional Vice President of Sales** in the UPN **Des Moines, IA** office. The right candidate will be responsible for coordinating all strategic and tactical efforts for the attainment of enterprise sales revenue and retention objectives across the Des Moines region. Responsibilities include oversight and ongoing mentoring and development of the Des Moines Account Director team, contract negotiations, pricing strategies and application assessment. Provides support to sales team with the ultimate goal of improving the company's growth and profitability. The Regional Vice President will also leverage and maintain individual rapport with key accounts & data centers which proves the value of company's products and services.

Specific responsibilities include:

- Develops sales modules and participates in account planning and identifies strategic opportunities which lead to the penetration of new accounts and increase and grow existing revenue. Reviews business plans, sales strategies, and action plans for identified accounts to make sure objectives, goals, win strategies, schedules, and action assignments are clearly defined.
- Maintains rapport with key account leadership and establishes new relationships across the entire account base. Drives the strategic direction and growth of the company by providing support to sales team with the ultimate goal of accomplishing sales objectives. Collaborates on overall tactical and strategic plans to secure new revenue and maintain and grow current revenue base.
- Builds a high-performance team; hires and retains the right talent in the right roles; sets goals, delegates work, holds reports accountable; develops and empowers direct reports to make decisions and take action. Demonstrates Company's values, maintains a positive open demeanor, encourages different points of view, moves team forward through change; provides timely information; communicates context for business decisions; recognizes accomplishments; fosters teamwork and collaboration.
- Oversees the creation of campaigns designed to penetrate key accounts and target markets. Identifies new targets, markets and opportunities. Contributes to overall database of prospects, as well as formulation of on-going programs to facilitate sales initiatives. Stays abreast of industry trends and assesses market and competition.
- Develops and maintains account plans and detailed financial forecasts. Conducts accurate sales forecasting and achievement of sales targets.
- Other duties as assigned.

Requirement for the position include:

- College degree in Business.
- Minimum 8 years' experience selling complex data telecommunications services to Enterprise customers.
- Must have a proven track record of building and executing sales strategies to penetrate, close, and manage business.



- Must be able to manage existing complex data enterprise network accounts, involving Network infrastructure, network design and custom applications.
- Strong negotiation and closing skills as well as knowledge of the Des Moines metro area are required.

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 Employer

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