



Here we GROW again! UPN is currently looking for an experienced **Sr. Carrier Sales/Solutions Engineer**. The candidate is a technical leader responsible for a variety of technical and sales related deliverables in support of the Carrier Sales Team in all markets. Position supports the Wholesale Carrier market vertical.

Specific responsibilities include:

- Create/Design solutions for customers quote requests and UPN Carrier Sales Teams which consist of logical drawings, fiber route maps, statements of work, and other items as needed for face-to-face customer sales presentations.
- Attend customer meetings with the Sales Team as the technical resource to help qualify customer requirements and ensure UPN's capabilities are accurately positioned to the customer's request.
- Provide sales support and present UPN products and solutions at regular customer meetings and vendor events.
- Review RFPs to identify key technical design requirements, provide technical guidance on UPN's ability to deliver a compliant solution.
- Provide product and process training to new and existing UPN employees.
- Review and qualify inside/outside plant and electronics economics of each opportunity.
- Perform duties in a partnership with Network Engineering and Operations teams to ensure successful deployments.
- Oversee the estimating steps within UPN's CRM to ensure timely and accurate results.
- Other duties may be assigned.

Requirement for the position include:

- Bachelor's Degree
- Minimum 3 years' experience as a Sales / Solutions Engineer in Telecommunications
- Experience working with major Wireless Carriers preferred
- Understanding of how to be a dynamic public speaker
- Understanding of how to effectively communicate tech solutions (written & verbal)
- Understanding of Fiber Optic Network Design principles and implementation
- Understanding of Metro Ethernet and design concepts
- Understanding of the Internet and how service is delivered to an Enterprise network
- Understanding of the OSI model
- Understanding of DWDM, MPLS, WAVE, EPL, IP and BGP

Qualified candidates interested in this opportunity should submit their cover letter and resume.

UPN is an Equal Employment Opportunity Employer.

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