



UPN is currently looking to add an experienced **Account Director** located in the **Dubuque, Iowa** area. This new team member will be responsible for prospecting and selling Unite Private Networks access transport and dark fiber to Business customers within the Dubuque Metro footprint. This candidate should also have demonstrated success as a top sales performer consistently exceeding quota. Working knowledge of Ethernet, voice and data services, Hosted services, and Dark fiber is preferred, but not necessary. The ability to learn new technologies quickly would be required.

Specific responsibilities include:

- Selling new Business opportunities, leveraging UPN's unique market technical capabilities. Responsible for growing UPN presence and market share within the Dubuque Region's Enterprise and Data Center space.
- Growing of Enterprise Revenues through the adding of new customer Logo's within the UPN Eastern Iowa footprint.
- Implementing UPN's go-to market strategy around its entire product portfolio to include voice services, bandwidth solutions associated with internet access and metro optical Ethernet products.
- Aid in the development of network expansions by uncovering market edge out opportunities.
- Expected to maintain and continuously add new funneled prospects to meet monthly revenue quota.
- Serve as UPN Ambassador by participating in Community, Chamber and EDC networking events.
- The Account Director will be responsible for managing the sales cycle and forecast accurately in a customized CRM model.

Requirement for the position include:

- Minimum 3 years' experience selling complex voice and data telecommunications or related products and services to Business customers is preferred, but no required.
- Must have a proven track record of building and executing sales strategies to penetrate, close, and manage business.
- This position requires strong account management and client interface and presentation skills. In depth understanding of client business driver's strategy and buying cycles.
- The individual must comply with departmental and corporate internal controls and all internal controls processes.
- Experience in hunting, prospecting, and new account development.
- Previous selling experience should include a focus on the full range of prospecting selling and closing in a technical environment at multiple levels.
- Candidates must have extensive data knowledge of the telecommunications industry and define and execute sales strategies and communicate clearly and concisely through professional presentations.
- Strong negotiation and closing skills as well as knowledge of the Dubuque/Eastern Iowa metro 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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