



UPN is currently looking to add an entry level sales **Account Executive**. The Account Executive will be responsible for prospecting and selling Unite Private Networks Internet & Voice services to business customers within our fiber optic network within the Metro footprint. Ideal candidates will be highly competitive, fearless prospectors with must win attitudes. Self-motivated go getters will thrive in this role because it will keep you on the move meeting new people every day. We will provide the tools and training, you bring a fearless, coachable attitude and a willingness to learn sales and the telecommunications industry. Based on a salary plus uncapped-commission pay structure, you have the comfort of guaranteed income with the possibility that accompanies uncapped, performance-based commission. Simply put: The harder you work, the more you can potentially earn.

Specific responsibilities include:

- Prospecting and qualifying new enterprise business opportunities within 2,500 ft of our fiber optic network.
- Qualifying 2 new opportunities daily via face to face or phone prospecting.
- Meeting daily activity goals and monthly quota goals.
- Growing of enterprise revenues through the addition of new customer Logo's within the UPN metro footprint.
- Implementing UPN's go-to market strategy around internet access and voice services.
- Expected to maintain and continuously add new funneled prospects to meet daily activity goals and monthly quota.
- Serve as UPN Ambassador by participating in Community and Chamber networking events.
- The Account Executive will be responsible for managing the sales cycle and forecasting accurately in a customized CRM model.
- Attending and participating in ongoing training, team meetings and 1 on 1's.
- Professional appearance and professional attitude.

Requirement for the position include:

- College degree or equivalent.
- Motivated to succeed.
- Must be willing to prospect and cold call daily and meet with all levels of clients.
- The ability to learn new technologies quickly is required.
- Previous business to business and/or telecom experience preferred but not required.
- Excellent communication, time management & organization skills.
- Candidates must be highly coachable with good listening skills, be a quick learner, and be team oriented.
- The individual must comply with departmental and corporate internal controls and all internal controls processes.
- Experience in hunting, prospecting, and new account development is a plus.
- Strong knowledge of the Metro area is a plus.
- Intermittent travel outside the Metro area will be necessary for company events.
- This is not a home-based position. Office presence required.

Compensation includes a base salary plus performance-based commissions. This position provides promotion opportunities based on performance milestones attained throughout the first year of employment. Qualified candidates interested in this opportunity should submit their cover letter and resume.

UPN is an Equal Employment Opportunity Employer

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