



Here we GROW!! UPN is seeking an experienced **Sr. Solutions Engineer/ Sales Engineer** is a technical leader who provides daily guidance and directly supports a quota bearing sales team via a variety of sales engineering related deliverables. This position will support the Enterprise market vertical within and around the **Kansas City** and surrounding area.

### **RESPONSIBILITIES**

- Be the expert on all things UPN and provide regular ongoing technology/product/process training to new and existing UPN sales team members.
- Create/design customized solutions for customers and UPN 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.
- Review RFPs to identify key technical design requirements and provide technical guidance on UPN's ability to accommodate customer requests and deliver a compliant solution.
- Interact daily with customers and attend on-site customer meetings to be the technical resource to help qualify customer requirements and ensure UPN's capabilities are accurately described.
- Provide sales support and present UPN product/solutions at customer meetings and vendor events.
- Evaluate and qualify inside/outside plant and electronics economics of each opportunity.
- Perform duties in a partnership with Network Engineering and Operations teams to guarantee successful deployments.
- Oversee the estimating steps within UPN's CRM to ensure timely and accurate results.
- Regularly lead scheduled technology discussion conference calls.
- Other duties may be assigned.

### **REQUIREMENTS**

- Bachelor's Degree in technology related field preferred.
- Minimum 3 years' experience as a Pre Sales/Solutions Engineer in Telecommunications or Network Focused Information Services (XaaS, IoT, etc.) preferred.
- 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 Critical Infrastructure and supporting Application Environment within an Enterprise Production Network.
- Understanding of both Private and Public Cloud Infrastructure Concepts.
- Understanding of the OSI model.
- Understanding of DWDM, MPLS, WAVE, EPL, IP, BGP, and Voice.
- Conceptual Understanding of SD-WAN, Network Security, and DDoS.
- Possess well developed organizational, project management, and multi-tasking skills.
- Be able to operate in a high paced and evolving environment.
- Understanding of how to effectively communicate technical solutions (written & verbal).



- Understanding of how to be a dynamic public speaker.
- Ability to develop and maintain both internal and external relationships.
- Attention to detail is a must.

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

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