



This is a phenomenal, ENTRY-LEVEL sales opportunity. Please read carefully prior to applying.

- Are you an **ENTRY LEVEL** salesperson who love technology, have grit/sales spirit, and like to hustle!
- Possibly you are you a **recent graduate** who is seeking a **POPULAR** industry to grow into and create a promising career?
- Have you worked door to door sales and long to gain experience in a growing and thriving industry?

UPN is seeking candidates new to the job market and who have **no more than 5 years in the job force**. This is a rare opportunity to join the UPN sales team and **not** have industry experience. **Des Moines, IA; Kansas City, MO; Albuquerque, NM; Dallas, TX; Lincoln, NE are the areas where this position is available.**

High speed fiber is a very popular industry and well worth getting into! We only work with businesses, not residential fiber. UPN will provide you with the best tools and training from our unmatched UPN sales team, and you bring a fearless, coachable attitude and a willingness to learn sales and the incredible and growing telecommunications industry!

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.

With salary plus an **UN-CAPPED COMMISSION** pay structure, you have the comfort of a guaranteed income with the possibility that accompanies a performance-based commission. **Simply put, you get what you give! The more you put into the opportunity, the larger the reward! Additionally, you could qualify for +\$5000 salary after 6 months and another +\$5000 salary after 12 months of service!**

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, preferred but not required.
- 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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