



UPN is currently seeking an experienced **Sales/Solutions Engineer (SE)** located in **Waco/Killeen/Temple, TX** that is interested in growing with us. The candidate will be responsible for managing multiple Sales directors located in several states. The SE will provide daily guidance to Sales Account Directors to obtain quota goals by means of a variety of sales related deliverables.

**Specific responsibilities include:**

- Become the product/process expert and provide regular ongoing 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.
- Attend customer meetings with Sales to ensure UPN's capabilities are accurately and effectively being communicated to the customer.
- Provide sales support and present UPN product/solutions at regular 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.
- Possess well developed organizational, project management and multi-tasking skills.
- Be able to operate in a high paced and evolving environment.
- Other duties may be assigned.

**Requirement for the position include:**

- Bachelor's degree
- Minimum 3 years' experience as a Sales/Solutions Engineer in Telecommunications
- Understanding of Fiber Optic Network Design principles and implementation
- Understanding of Metro Ethernet and design concepts
- Basic understanding of the OSI model
- Understanding of DWDM, MPLS, WAVE, EPL, IP and BGP
- Excellent written and verbal communication skills
- Understanding of how to be a dynamic public speaker

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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