



We are growing! UPN is currently looking for an experienced **Telecommunication Account Director** located in our expanding markets of **Midland/Odessa/Lubbock, TX**. This candidate will develop customer relationships, sell fiber-based Enterprise solutions and retain revenue to Enterprise businesses in the Midland/Odessa/Lubbock areas. Through consistent account management this individual must achieve sales and revenue growth targets.

Specific responsibilities include:

- 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.
- The Account Director will be responsible for managing the sales cycle and forecast accurately in a customized CRM model.
- 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.
- Perform with minimal supervision while collaborating work as part of a team.
- Consistently develop accurate and timely forecast of sales opportunities.
- Communicate accurate and timely information to management.

Requirement for the position include:

- Minimum 5 years' experience selling complex data telecommunications services to Carrier or Enterprise customers.
- Existing contacts with the Midland/Odessa/Lubbock Business community with past Sales solutions.
- Consistent and successful achievement of UPN's targets sales goals.
- Must have a proven track record of building relationships and executing sales strategies to penetrate, close, and manage business.
- Must be able to manage existing complex data enterprise network accounts, involving Network infrastructure, network design and custom applications.
- Complete understanding of the UPN value proposition, products, and services and how they affect our customers solutions and business.
- Strong customer service and relationship building and maintaining skills.
- Solid negotiation, financial acumen, and closing skills as well as knowledge of the Lubbock/Midland/Odessa metros is 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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