



**Unite Private Networks** is THE top-of-the-line telecommunication fiber company. We are seeking hunter-minded sales professionals as **Account Directors** to join our **Enterprise Sales** team! This role (also known as Sales Director) is primarily responsible for prospecting and selling Unite Private Networks access transport and dark fiber to Enterprise customers in your market.

The *ideal candidate* is strong salesperson with a background in technical sales, experience selling to mid-market businesses, has incredible customer service skillsets, and a passion for success and personal growth.

This B2B, outside sales representative focuses on securing sales by reaching out to prospects through calls, correspondence, or face-to-face interactions. If you are comfortable cold-calling and business to business sales - THIS IS THE POSITION FOR YOU!

**Specific responsibilities may include, but not limited to:**

- Selling new Business opportunities, leveraging UPN's unique market technical capabilities. Responsible for growing UPN presence and market share within the Enterprise and Data Center space.
- Growing of Enterprise Revenues through the adding of new customer Logo's within the UPN footprint.
- Implementing UPN's go-to market strategy around its entire product portfolio to include voice services, bandwidth solutions associated with internet access and metro optical Ethernet products.
- Aid in the development of network expansions by uncovering market edge out opportunities.
- Expected to maintain and continuously add new funneled prospects to meet monthly revenue quota.
- Serve as UPN Ambassador by participating in Community, Chamber and EDC networking events.
- The Account Director will be responsible for managing the sales cycle and forecast accurately in a customized CRM model.

**Requirements:**

- Minimum 2 years' experience selling complex voice and data telecommunications.
- Must have a proven track record of building and executing sales strategies to penetrate, close, and manage business.
- 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.
- Strong negotiation and closing skills as well as knowledge of the metro area of your region is required.

**Qualifications (What makes YOU stand out):**

- Experience in hunting, prospecting, and new account development.
- 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.

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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