



## **JOB POSTING**

### **Position: Sales Design and Implementation Manager**

Mid-Atlantic Broadband Communities Corporation (MBC) is currently seeking a candidate for a full-time Sales Design and Implementation Manager in South Boston, Virginia. This position is responsible for working side by side with the Sales team as a technical subject matter expert (SME) to drive sales growth. This is a customer facing position and will require consultations with prospects, current customers, internal Operations, and partner networks to design quality, cost-effective network solutions that meet the needs of our prospects and customers. This position requires understanding the MBC and Partner Fiber networks and services to successfully develop and implement customer solutions.

MBC owns and operates an extensive open- access fiber optic network, providing wholesale optical transport services to communities throughout the southern Virginia region. Created in 2004, MBC's mission is one of economic revitalization and development in rural Virginia, working closely with communities and regional economic development groups to bring state-of-the-art broadband transport services to the area and help drive private sector investments in our region.

#### **WORK LOCATION**

Mid-Atlantic Broadband Communities Corporation, 715 Wilborn Avenue, South Boston, VA 24592 *(the successful candidate will need to live within the Virginia/North Carolina region with ability to travel periodically to corporate office.)*

#### **DUTIES AND RESPONSIBILITIES**

- Support Sales team on pre-sales activities by providing technical and network design solutions.
- Collaborate and act as the primary liaison between the Sales team and the other support teams internal and external, including MBC Operations and partner Sales and Operations teams.
- Assist the Sales team by reviewing all contract details and technical requirements before submitting the opportunity to Operations for project implementation.
- Assist in reviewing the detailed Network Build Cost analysis with the Sales representatives to ensure the project is estimated correctly to meet the technical requirements of proposed solution.
- Assist the service delivery teams in implementing the projects post-sale.
- Manage and coordinate complex network installations. Ensure the timely and accurate delivery of all contract deliverables via MBC and network partners.
- Understand and discuss environmental requirements for placing fiber facilities and electronics on the customer premises and layer network topologies.
- Take a proactive stance to work in collaboration across the multiple sales and operational disciplines within MBC.

50% Technical Solution Review, Design, and Development

25% Liaison Activities-Working with Internal Teams and Network Partners to confirm and validate solutions

25% Post-Sales project kick off and consultation

#### **REQUIREMENTS**

- Bachelor's degree in Engineering, Business or Information Systems, or equivalent experience in the industry.
- Broad telecommunications skill set with five (5) to seven (7) years of experience in two or more of the following areas is desired: sales engineering, product management/planning, network engineering, transport engineering, network provisioning, operations.
- Excellent leadership and interpersonal skills.
- Ability to help foster and close multiple sales opportunities simultaneously, while performing job functions independently and with minimal management supervision.
- Strong analytical, communication, and presentation skills.
- The ability to create network topology diagrams is a bonus.
- Demonstrate ownership of work and ample self-initiative.

- Ability to thrive and work in a fast-paced, collaborative environment.
- The ability to apply practical knowledge in carrying out instructions furnished in written and oral form, possess high-quality verbal and written communication skills.
- Must possess proficiency in the use of all Microsoft Office applications, as well as other general office equipment.
- Able to walk, stand and sit for long periods.
- Lifting of objects up to 25 pounds, bending, and stooping.
- Continuous computer keyboard activity.
- Ability to read effectively from a computer screen, sampling device and/or a paper copy.
- Ability to work multiple tasks in a stressful environment while maintaining a positive and pleasant manner with others.
- Ability to handle a large volume of work and perform multiple tasks in a fast-paced office environment.
- Ability to travel up to 20%.
- Ability to work flexible hours including evenings, holidays, and weekends.

## **COMPENSATION AND BENEFITS**

This position is full-time, salaried with benefits. MBC offers competitive salaries and comprehensive benefits to include medical, dental, vision, short- and long-term disability coverages, life insurance and 401(k) retirement. MBC is an EEO employer and will consider all applications without regard to race, color, religion, citizenship, political activity or affiliation, marital status, age, national origin, race, traits historically associated with race, physical or mental disability, medical condition, genetic information, veteran status, military status, sexual orientation, sex or gender (which includes harassment and discrimination based on gender identity, gender expression, pregnancy, childbirth, or related medical conditions), taking or requesting statutorily protected leave, or any other characteristics protected under federal, state, or local laws.

## **HOW TO APPLY**

Submit cover letter and resume to Human Resources at [hr@mbc-va.com](mailto:hr@mbc-va.com) or 715 Wilborn Avenue, South Boston, VA 24592.