



MACRO CELL/SMALL CELL MANAGER

NoaNet is seeking qualified applicants for a Macro Cell/Small Cell Manager Position.

The Macro Cell/Small Cell Manager is responsible for the management of and NEW SALES to designated Macro/Small Cell carriers, including coordinating all deliverables and requirements of the entire cross-functional project team. The Macro Cell/Small Cell Manager will maintain and renew contracts as well as selling quoted amount of new business in accordance with Company's policies and procedures

Essential Functions: (FULL TIME)

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Manage assigned Cell/Small cell customers from inception to completion, ensuring that all activities, including sales, renewals, design, implementation, sales order and renewal order creation, backhaul, optimization, close-out, and efficiently coordinated and completed on time within budget and in accordance with the underlying contract.
- Manage all external and internal aspects relating to Macro and small cell projects. Including managing vendors and coordinate with internal teams necessary for timely completion and within budget.
- Develop comprehensive sales plans to be shared with carrier as well as other staff members, scope of work, manage budgets for all assigned projects, modify as needed and direct close-out of completed jobs including the receipt of all required documentation and managing scope creep.
- Lead internal and external deployment meetings with other managers and team members to review the status of each job and implement changes as necessary to ensure timely project completion.
- Travel and attend customer meetings to provide customer with comprehensive sales reports and resolve any conflicts or issues that arise.
- Ensure accurate and complete files are maintained for sales/projects and appropriate close-out documents are distributed in a timely manner in accordance with corporate and customer standards.
- Ensure that all jobs are maintained in a project tracking system, invoiced and closed with complete accuracy.
- Advanced knowledge of telecommunications/wireless (including macro and small cell a must) project management and sales management a plus.
- Knowledge of Public and Private right of way project deployment, including regulatory and permitting processes.
- Knowledge of MPLS and Ethernet technology applicable for deployment solutions to Wholesale and State and Federal markets.
- Strong problem solving and critical thinking
- Ability to read and understand blueprints and/or CAD drawings along with civil inside & outside plant construction methods or riser/tower/roof top structural details.
- Ability to read and understand contracts
- Ability to direct the diagnosis of workflow problems, critical paths and institute remedies
- Ability to read and understand financial metrics and identify remedies to financial issues
- Customer service orientation with a strong problem-solving approach
- Strong verbal and written communication skills
- Ability to manage and process multiple data streams

- Knowledge of vendor services (ordering and installation): Telco, power, fiber, basic construction, vendor equipment requirements, antennas, generator and shelters.
- Working knowledge of Microsoft Office Suite tools (Excel, Word, PowerPoint)
- Working Knowledge of Microsoft Project and Microsoft Visio

Job Specifications:

- Five (5) to Ten (10) years of Macro Cell and Small cell as well as related Telecom Industry
- Prior experience with Small Cell projects
- Managing project budgets or related financial experience
- Customer-facing project management experience
- Sales management experience leading teams
- Customer service (contract renewals, order fulfillment)
- Achieve or exceed sales quota

Skills/Education:

- College degree or industry equivalent
- Direct Experience working for a major carrier, neutral host, OEM
- Strong experience building relationships with wireless customers and carriers
- State and Federal Government experience within telecom space
- Technical understanding of wireless solutions (small cell, macro, Wifi, RF, 3G, 4G,LTE, 5G)
- Excellent skills in communication, technical presentations, and contract negotiation
- Leading a sales team or department

Job Location:

- State of Washington (Spokane Office or Home Office-based)

About NoaNet (Northwest Open Access Networks) www.noanet.net

NoaNet was formed by several Public Utility Districts (PUDs) in Washington in 2000 with the mission to bring high-speed telecommunication services to unserved and underserved communities for utility uses and use by their constituents.

NoaNet operates a fiber network totaling more than 3,300 fiber miles throughout Washington State, connecting the local PUDs anchor institutions, and other independent communications networks to each other and to the major carrier connection points in Seattle and Spokane. This network touches all of the counties in the state and connects hundreds of communities and businesses, many of whom have never before had access to advanced telecommunication services.