



OPTK Networks, is always looking for great people to join the team. This is because we believe that people are our greatest asset.

The role of Manager of Pricing & Support is to manage the efforts of the sales advancement support team to develop pricing that will lead to new and/or retain existing revenue. This position will oversee the entire opportunity through order process which involves planning, communicating and overall synchronization of staff, vendors, and management. It is also this positions responsibility to establish and maintain market intelligence that will allow us to maintain competitive rates in all markets.

**(This is not an inside sales/call-center position.)**

**Primary Duties/Outcomes:**

- Oversee day-to-day Pricing & Quoting Processes.
- Develop and sustain the overall pricing strategy / process / analytics / reporting to drive market competitiveness and margin expansion.
- Help improve decision making through reporting, tools, price models and projections.
- Acquire third party quotes from regional vendors.
- Direct, supervise, and oversee support staff.
- Ability to simplify, organize and interpret complex data.
- Play a key role in CRM software transition to Salesforce. Opportunity through order transition to Salesforce.

**Preferred Skills & Abilities:**

- Excellent communication skills, both written and verbal
- Organized, responsible, and dependable
- Strong prioritization and decision-making skills
- Proficiency in Windows applications (Word, Excel, PowerPoint)
- Thorough understanding of CRM software is preferred (Salesforce, Microsoft CRM, HubSpot)
- Experience in a management role is a plus
- Telecommunications background preferred but not required
- College degree preferred

**Company Benefits**

- Company 401(k) match up to 6%
- Paid Holidays and Vacation Days
- Health, Vision, and Dental Insurance