



Are you an experienced sales leader looking for a challenging new opportunity? OPTK Networks, a Midwest-based fiber-based data communications provider, is seeking a Director of Sales to join our growing team. In this role, you'll be responsible for developing and executing sales strategies that drive growth and revenue.

To be successful in this role, you should have a background in fiber, communications, or data transport, as well as experience leading a sales team. You'll need to have strong interpersonal skills and the ability to communicate effectively both verbally and in writing.

Primary responsibilities for this position include driving top-line revenue growth, recruiting and managing a high-performing sales team, and analyzing customer, competitor, and market data to identify new opportunities. You'll also be responsible for sales forecasting and reporting to senior leadership.

In return for your hard work and dedication, OPTK Networks offers a competitive benefits package that includes a company 401(k) match up to 6%, paid holidays and vacation days, and health, vision, and dental insurance. This position is based in the Lincoln/Omaha area, but candidates willing to relocate are also encouraged to apply.

If you're ready to take your sales leadership skills to the next level, we want to hear from you! Apply today to be considered for this exciting opportunity.