



OPTK Networks is a fiber-based data communications provider serving the Midwest. Due to growth, we are looking to fill a Director of Sales position. The ideal candidate will have the ability to develop strong teams and create specific plans to reach target markets.

Primary Responsibilities

- Grow top-line revenue by 10% annually.
- Recruit, manage, and train sales staff, establishing ramp-up timelines for new hires.
- Analyze customer, competitor, and market intelligence to drive sales and opportunities.
- Sales forecasting and reports.

Qualifications

- Background in fiber, communications, or data transport is required
- Prior experience leading a sales team
- Strong interpersonal skills
- High-level written and verbal communications skills
- The candidate must live in the Lincoln/Omaha area, or be willing to relocate

Company Benefits

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