



Director of Broadband and Carrier Relations

Alaska Power & Telephone is hiring for a full-time **Director of Broadband and Carrier Relations**. Our successful candidate will be a self-starter, highly motivated, flexible, detail-oriented, willing to follow directions, and willing to travel. They will possess excellent team and interpersonal skills, and the ability to work with minimal supervision. This position has remote and/or in office availability.

Required Qualifications:

- High School Diploma or GED
- Undergraduate degree BS in Business Administration or pertinent Computer/Engineering discipline
- Experience or knowledge related to broadband service provision
- Minimum 5 years of broadband sales in telecommunication environment
- Excellent analytical and troubleshooting skills, excellent ability to present solutions to customers, capable of reviewing and submitting financial data.
- Ability to manage, organize projects and handle multiple objectives at once
- Ability to understand AP&T's network and propose a variety of solutions to carrier and business customers
- Ability to analyze new technologies and estimate the impact on broadband operations
- Experience working directly with users and technical support personnel
- Must have firm verbal and written communication skills and familiarity with network documentation

Job Duties and Responsibilities:

- Point of contact for regulated and non-regulated telecommunications sales opportunities for local service including but not limited to space and power, Ethernet, T1 and Hi-Cap Internet services
- Educate and propose innovative solutions to carriers that utilize AP&T's capability to serve customers within its service areas.
- Point of contact for vendors and consultants related to non-regulated sales
- E-Rate, Distance Learning and Telemedicine Sales point of contact
- Track, review and forecast carrier sales on a monthly basis
- Review broadband service offering and identify changes in quantity, quality, and price
- Act as a resource for local, AECA and NECA tariffs related to Broadband
- Assist with the development of new broadband service offerings and coordinate modifications
- Investigate and resolve circuit and service complaint issues generated by customers, technicians, and administrative staff
- Review and evaluate order processes and procedures to find improvements
- Train and support CSR staff related to Broadband services
- Review bills and budgets for outside Broadband and outsourced services
- Travel to remote sites as required
- Performs other work-related duties as assigned

Required Physical requirements of the position:

The physical demands described here are representative of those that must be met by an employee to successfully perform the essential functions of this job.

- Employee must maintain a constant state of

mental alertness at all times. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

- Essential and marginal functions may require maintaining physical condition necessary for bending, stooping, sitting, walking or standing for prolonged periods of time; most of time is spent sitting in a comfortable position with frequent opportunity to move about. Work is mostly performed from a sedentary posture.
- The employee is regularly required to hear, talk, sit and use hands and fingers to operate a keyboard and phone.
- The employee may be occasionally required to reach with hands and arms and lift, handle, or move objects weighing up to 40 pounds.
- Specific vision abilities required by this job include close vision, distance vision, peripheral vision, and the ability to adjust vision. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.
- Some modest local and distant travel via automobile or airplane may be required to support departmental or organizational functions or objectives.

About AP&T:

AP&T – Employee-Owned, Community-Minded-

Alaska Power & Telephone (AP&T) has provided affordable utility services to meet the evolving needs of rural Alaskan communities since 1957. Today, AP&T provides services in over 40 communities and villages spanning 1,100 linear miles. 75% of our energy generation comes from renewable hydropower, with excesses available in some communities to support beneficial electrification (heat pumps, electric vehicles) and sustainable growth. AP&T works diligently to deploy advanced high-speed broadband to support the telecommunications needs of rural Alaskans far into the future. AP&T supports other carriers with middle-mile transport, via assets like the Lynn Canal Fiber project, the Southeast Alaska Microwave Network, and the SEALink fiber optic cable currently under development. Our employee-owners live and work in the communities we serve. We are proud to partner with diverse indigenous organizations, local governments, state and federal agencies, industry associations, and conservation groups to undertake innovative projects that improve quality of life for all. AP&T is dedicated to meeting unique needs and priorities of the diverse communities we serve. Let us know how we can be a part of your success!

Salary & Benefits:

The pay range for this position is \$93,390 to 140,090 annually and is DOE. AP&T offers a generous benefit package including (but not limited to) medical, dental, vision, 401K, employee stock ownership options, a \$5000.00 annual medical travel reimbursement, up to \$125 annual medivac insurance reimbursement. Paid holidays, Paid leave time, \$150.00 in company logowear. Recognition of our employees is important to AP&T's values. We like to continuously show appreciation and recognition within our teams. AP&T is a small non-union, employee-owned utility.

For more information about our organization, please visit:

www.aptalaska.com

Interested in careers at AP&T- View our careers video here:

<https://vimeo.com/794686938>

To apply for this position please go to:

<https://aptalaska.workbrightats.com/jobs/970147-176045.html>

EEO Employer/Vets/Disabled and Drug and Alcohol-free workplace

