

# United States Jobs Expertini®

## Deal Management Specialist

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Company: Zayo

Location: United States

Category: business-and-financial-operations

### Responsibilities

Responsible for deal support including quote creation, approval management, and deal positioning

Ownership of business cases for review and approval of material deals for assigned customers across Sales organization

Proactive and regular interaction with key sales partners and/or the customer to ensure deals meet the needs of the customer

Work cross-functionally with other areas (Legal, Product, Ops, Finance) to ensure that deals move quickly, efficiently, and intelligently through the process

Responsible for all aspects of deal support for assigned customers: quote preparation, contract reviews, deal support, approval management, and deal processing

### Qualifications

Undergraduate B.A. or B.S. degree. Focused area of study in Business, Finance or Economics preferred

Well-developed financial skills including business case development, cost management, budgeting and financial analysis

Excellent written and verbal communications skills. Ability to write reports, business correspondence, procedure manuals, and prepare presentations and proposals. Must

possess ability to effectively present information and respond to questions from groups of managers, employees and customers

Prior product, sales and/or sales engineering experience with Layer 1 services (dark fiber and/or transport) a plus

Proficiency in the MS Office suite with emphasis on Excel, Word and PowerPoint is required. Knowledge of Salesforce.com platform is a plus

Requires an individual who is detailed oriented with superb organizational skills and the ability to multitask and prioritize

Requires an ability to work and meet strict deadlines with limited supervision

Base salary range: \$64,700 - \$68,300 commensurate with experience

### **Benefits, Rewards & Wellness**

Excellent Health, Dental & Vision Insurance

Retirement 401(k) Savings Plan

Fitness membership discounts

Generous paid time off policy including paid parental leave

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