



Title: Senior Director, Global Network Development

Reporting To: Executive Vice President

Location: New York, NY

Senior Director, Global Network Development

Beers Enterprises, LLC (“The Switch”) founded in 1991, is the largest privately held video solutions service provider in North America. The Switch is recognized as the industry leading pioneer of video solution services through our innovative fiber optic network and currently provides advanced video switching and local fiber circuit services, scalable Ethernet, and *Home Runs* remote production via its *Five Nines Service* across the United States, United Kingdom, and Canada. The Switch was recently awarded a U.S. system patent for customer-controlled video data content delivery, the 2013 New Bay Media Product Innovation Award for Switch-IT, and the 2012 Broadcast Engineering Excellence Award for Network Automation. The Switch has experienced explosive growth and offers a fast paced and dynamic work environment with a focus on exceeding both individual and team expectations. Our customers demand “Unparalleled Quality” and *FiveNines* reliability from our network and it is our corporate responsibility to satisfy their expectations by continuing our expansion in services and network reach, while remaining cost effective.

Learn more about us at: www.theswitch.tv.

The Switch is seeking an experienced fiber optic telecom product champion to be located in our New York, NY office to contribute to the growth and success of our Company. This position will be instrumental in preserving our corporate culture while being the primary Subject Matter Expert (SME), working collaboratively with current network infrastructure carriers/vendors, developing new carrier relationships and working with internal Engineering, Operations and Sales teams.

Principal Responsibilities:

- Ownership of high visibility fiber network infrastructure negotiation and acquisition.
- Strategize with senior management team and internal resources, in conjunction with third party vendors, to develop innovative and cost effective fiber infrastructure solutions to meet The Switch’s domestic and international expansion requirements.
- Create and execute vendor strategy, negotiate most favorable contractual financial terms and re-negotiate current contracts with fiber carrier vendors while driving cost savings initiatives.
- Highly motivated to identify and implement new opportunities for cost savings, cost avoidance, and proactively track progress towards these programs to deliver optimal results.
- Currently has existing vendor relationships or SME knowledge of ILECs, CLECs and dark fiber carriers domestically and internationally.
- Extensive knowledge of global fiber optic infrastructure vendors and understanding of optical, Ethernet and Internet networking at Layer 2 and Layer 3.
- Identify off-net vendors (local / regional / global) and verify their service offerings and pricing versus the marketplace.
- Develops business relationships and business plans with each carrier that maximize buying potential for The Switch.
- Advise The Switch leadership of new products offered by the vendors to support best of breed and reduce current costs.
- Manage MM budget for future fiber network strategy and expansion.
- Prepare business cases and ROI models to corporate management and stakeholders in a timely manner.



- Manage and review NDA's, contracts, and commercial agreements associated with telecom carriers for commercial terms and conditions compliance in conjunction with The Switch legal team.
- Demonstrated ability to work collaboratively in a cross-functional and team oriented environment.
- Work with internal teams to ensure proper understanding of requests for proposal (RFP) requirements, oversee the issuance of technical RFP requirements and documentation, push vendors for a timely response, negotiate best pricing, work with internal teams for decision that winning response meets the RFP technical and delivery requirements.
- Workflow management of complex projects.
- OPEX requirements to support corporate forecast and budget plans.
- Willing to travel as needed.

Qualifications / Skills:

- Relevant degree expected, but consideration extended for career experience.
- 5+ years telecom background.
- 5+ years contract negotiations of business terms.
- Knowledge of carrier and wholesale telecommunications market and service providers and ability to develop strong relationships therein.
- Outstanding attention to detail and ability to work quickly and efficiently in a fast-paced, ever-changing and challenging environment.
- Excellent oral and written skills, with the ability to think critically and work independently.
- Strong relationship building and negotiation skills.
- Ability to prioritize with excellent time management.

Our employees are our greatest asset. We offer a corporate culture that provides a personal challenge and rewards our employees for their successful efforts. We strive to provide our employees with a wide array of the industry's leading benefit packages and human resource services.

Schedule and Compensation:

- Full Time
- Comprehensive Benefits Package
- Salary based on experience
- Flexible time off policy

Please send resumes via email to hr@theswitch.tv. No phone calls, please.