

# SERVICE SOLUTION MANAGER

We're looking for a SERVICE SOLUTION MANAGER to work for a top multinational (vendor) in the Telecommunications Sector.

## **RESPONSABILITIES:**

1. Lead a service bidding project from RFI / RFP / RFQ received, to develop technical and commercial proposal for service solutions by cooperating with service sales teams of OB's, then clarify and negotiate with customer about service offers, till contract is signed.
2. Responsible for Project operation according to the company process (fully responsible for pure projects, providing assistance for other projects), organize reports and review meetings according to the process milestones.

## **POSITION OBJECTIVE:**

1. Must win projects
2. Professional service sales achievements
3. Contract quality

## **BASIC KNOWLEDGE:**

1. Bachelor's degree or above, in telecommunication field or equivalent
2. Customer focused and experienced in working with customers
3. Project bidding knowledge and experience; commercial and legal knowledge
4. Possess good interpersonal communication and negotiating skills. Be able to work as a team member and have good coordination and organization skills.

## **SPECIFIC KNOWLEDGE / PREVIOUS EXPERIENCES:**

1. At least 5 years work experience in Telecommunication Industry
2. Candidates with service sales experience would be preferred
3. Be able to understand and analyze customer's requirements and submit the high-quality service solution
4. Familiar with operations organization structure, processes, network O&M and other management works of Telecom Operators

Salary: 40-60K

Si te interesa, o conoces a alguien a quien le pueda interesar manda tu CV a [clara.cortines@robertwalters.com](mailto:clara.cortines@robertwalters.com) o contacta en el 91 309 9807