

Operator Partnerships Executive

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Company: Infobip

Location: Bogotá

Category: other-general

Operator Partnerships Executive is an individual contributor in the region that is accountable for securing short and long-term profitable business for the company by extending Infobip's telecom partnership portfolio which entails creating new business opportunities with the telecom operators in the assigned market; building relationships which lead to acquisition and successful partnerships and carrying out the telecom handover to the designated PGM in a timely manner. The OP executive is a business development person and should be an individual who excels at presentation and commercial skills.

Main Responsibilities:

Finding new GP and contribution generating business

Identifying and creating opportunities

Closing opportunities

Realization and monetization of won opportunities

Market and industry research

Tracking the market and industry trends

Collecting and transferring the information from the market to the internal product and solution departments

Providing support to Telecom Licensing team when needed by gathering information on local telco regulation through communication with local telecom operators or regulatory bodies;

Preparing the documentation for telecoms on specific services when required

Operator Partnerships Executive cooperates with multiple departments in the organization in order to implement the defined products and solutions along with business strategies and to enable partnership growth and reach the defined business plan.

Having a background in the telecom industry, the person in this role focuses on learning Infobip solutions and business processes; consults with Seniors and Experts on the projects and operators to which s/he is assigned; proactively seeks for information and builds upon his/her industry knowledge every day.

Requirements:

Knowledge of the Messaging Ecosystem (AP/PP), along with CPaaS/SaaS is a plus.

Proficiency in both written and spoken English is a must for this role. The ideal candidate should be able to articulate complex ideas fluently and communicate effectively across various channels.

Background in telecom providers.

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