

Designation: Manager-Operations

A) Desired Candidate Profile:

- Should have minimum experience of 4 years in managing Commercial Operations of large scale Telecom/IT / ISP Projects **or** on deputation from Central / State PSU worked in Telecom Business Stream of PSU officers with Minimum 4 years of experience (on deputation)
- Should have:
 - ⇒ Experience in Enterprise and retail Telecom business for Large Scale Telecom/IT Project / ISP
 - ⇒ Experience in development of new markets for business.
 - ⇒ Strong understanding of market intelligence and competitor mapping & activity tracking
 - ⇒ Coordination with various stakeholders for resolution of day to day activities
 - ⇒ Basic understanding of Telecom services and active and passive components of Telecom networks
 - ⇒ Understanding in Business Analysis, Process mapping, Business Process Assessment and Re-engineering (BPR).

B) Educational Qualification:

- **BBA with first class** from reputed institute / university **or B. Com with first class** from reputed institute / university **or B.E. / B. Tech with first class** from reputed institute / university
- **MBA/PGDM** (in Marketing / Operation) with **first class** from reputed institute / university
- **Or** on deputation from Central / State PSU worked in Telecom Business Stream of PSU.

C) Key Roles and Responsibilities:

- Handle Partnerships and their teams for Enterprise and retails business.
- Manage Multiple Key Accounts
- Responsible for the achievement of the targets defined in the Business Plan by working actively with all stakeholders.
- Managing customer relationship and developing new business opportunities within these accounts.
- Organizing and participating in roadshows, workshops, conferences etc. to sale & market the services portfolio.
- Analyse KPI reports of field team members to identify areas of improvement or pre-empt areas of deterioration. Recommend any changes that may be needed
- Team Handling, Proper Coordination with Stack Holders / Management for smooth functioning of Commercial Operations.

D) Soft Skills:

- Should be a team player and managerial expertise with written and verbal communication skills
- Ability to liaise with major/various stakeholders
- Excellent listening and presentation skills
- Strong Leadership and Managerial skills

E) Age Limit: Not more than 35 Years

F) Remuneration: INR 56000/- P.M. (Cost to Company basis) or on deputation, pay protection benefits will be provided

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