

JOB VACANCY

HDC(161)-HR/IU/2020/183

21st September 2020**Business Solutions Executive
Business Unit, Telecommunication Network****MINIMUM QUALIFICATION & REQUIREMENT**

1. Degree or MNQF Level 7 Qualification in Business/Marketing or in a relevant field with minimum 2 years' experience in relevant field. **OR**
2. Advanced Diploma or MNQF Level 6 Qualification in Business/Marketing or in a relevant field with minimum 5 years' experience in relevant field.

OVERALL SCOPE

Responsible for managing and handling the business solutions functions of the Telecom Business Unit.

SCOPE OF WORK

- Arrange business meetings with prospective clients.
- Promote the products/services addressing or predicting clients' objectives.
- Build relationships with key employees among customers.
- Create plans to address clients' business needs.
- Advise clients on creating profitable processes.
- Schedule regular meetings with customers to ensure they are satisfied.
- Act as point of escalation for complaints and escalate issues as appropriate.
- Ensure both the company and clients adhere to contract terms.
- Study competition to find new ways to retain customers and develop new markets.
- Set sales and revenue targets and work diligently to meet them.

JOB SKILLS AND SPECIFICATIONS

- Background in customer service; industry knowledge will be an added advantage.
- Proven experience in the relevant field.
- Proven experience in managing a customer base.
- Proven track record of meeting and exceeding targets.
- Excellent communication and negotiation skills.
- Ability to manage multiple projects and work to tight deadlines.
- Ability to work as an individual and as a flexible team player.

SALARY PACKAGE:

Gross Salary between 19,400.00 to 22,800.00 based on qualification and experience.

Application Process:

Send the job application along with your CV, copies of accredited certificates, Job reference letters, Police Report and ID card or Driver's License copy via the link (<https://rb.gy/4s0hfx>). For any additional queries please contact to 3355305.

Application Deadline:**Date: 28th September 2020 (Monday)****Time: 14:00hrs**