

Mobility Partnership Specialist

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Company: Proximus

Location: Belgium

Category: computer-and-mathematical

BICS is connecting the world by creating reliable and secure mobile experiences anytime, anywhere. We are a leading international communications enabler, one of the key global voice carriers and the leading provider of mobile data services worldwide.

Our solutions are essential for supporting the modern lifestyle of today's device-hungry consumer – from global mobile connectivity, seamless roaming experiences, fraud prevention and authentication, to global messaging and the Internet of Things.

As part of the Proximus Group, BICS is supporting the Group mission to provide future-proof connectivity, IT and digital services, in the Benelux and global markets.

With headquarters in Brussels, BICS also has a strong presence in Africa, Americas, Asia, Europe and Middle East. We have regional offices in Bern, Madrid, Dubai, New York, San Francisco and Singapore and a satellite office in Beijing.

Pioneering into the future of Next Generation communications. We have achieved a series of World's Firsts successes with the launch of the first LTE Roaming relation or the first VoLTE International call between Europe and Asia, to name a few.

With a diverse and multicultural team of about 500 employees, we continuously strive to provide customers with the highest level of quality, reliability and interoperability, enabling them to maximize their end-user value.

Task Description

As a Mobility Partnership Specialist, you will be responsible for managing partnerships with roaming related vendors, including but not limited to Clearing services, Signalling VAS, Data Roaming Control, Roaming Managed Services. By negotiating contracts and commercial conditions you will contribute to the growth of the partnerships enhancing BICS' services offering and market presence in all regions across the globe.

Your role will be important for BICS as you will also make sure the companies cost structure with its vendors allows BICS to acquire new customers and secure renewals with existing customers

You will:

Manage relationships with existing partners and contributes to the commercial negotiations with potential new partners. Takes ownership and oversees partnership performance and ensures alignment with BICS objectives and delivery of services to BICS customers.

Collaborate with Sales and Product teams to ensure BICS offers are addressing market demands and are cost effective. Proactively contacts Sales regarding upselling opportunities (capacity upgrades, additional features, etc), where applicable; Regularly follow up on the opportunities in salespipe with relevant partners; Provide relevant work orders to the suppliers for the new contracts, terminated contracts and renewals in the timely manner and in line with contractual conditions between BICS and partner.

Implement the BICS peering strategy. Monitors the traffic evolution with free/paid peerings, provides traffic forecasts, and proactively identifies whether any free peering relationship can be converted to the paid one. For the paid peerings contributes to the renewals and/or new deals in order to be in line with BICS DM objectives for peering.

Provide accurate DM forecasts for entrusted services, partnerships and contributes to current year budget and next year forecast preparation.

Contribute to our digital transformation and efficiency. Register pricing activities across different services to ensure efficiency. Contribute to the standardization of pricing processes to provide more ownership and guidance to sales regions.

Your Profile

To be successful in this role, besides having a University degree and up to 5 years of relevant experience, you present the following skills:

Great negotiation and presentation skills

Business acumen and analytical mindset

Capable of taking ownership

Results oriented and problem solving

Communication skills

What's in it for you?

International environment. You will be part of an international diverse team and you will have the opportunity to make a global impact.

Great company culture. You will be working in a dynamic working environment, driven by 3 core values: Think Forward, Strive for Leadership, and Achieve Together. We look after the well-being of our employees and organize internal events such as happy hours, sports and relaxation activities, parties, etc.

Career development. From development plans, to trainings and internal mobility, we are committed to ensuring you have the knowledge, skills, and opportunities to maximize your potential.

Benefits. We offer an attractive salary package including:

A competitive base salary and short-term incentives

Comprehensive insurances including hospitalization insurance, outpatient care insurance, life insurance, disability insurance and travel insurance, fully funded by BICS

A supplementary pension plan, fully funded by BICS

A flexible mobility package including company car or car allowance, mobility budget for commuting, bike lease, etc

A telco pack at home including free internet and a mobile phone

Many other benefits such as meal and eco vouchers, 32 vacation days, homeworking

possibilities, corporate discounts, ...

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