

Belgium Jobs Expertini®

Senior Mobility Market Manager

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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

Coach and manage a team of 3 people.

Contribute to the Business Roadmap & Strategy (5 year horizon).

Collaborate on the establishment of the current year budget and next year forecast for mobility services.

Responsible for the realisation of product revenues and margin objectives. Monitors the revenues, costs, acquisitions, quality and initiates necessary actions in case of any risks identified.

Ensure the team negotiates and establishes strong relations with partners to provide services to customers while maintaining market advantage in a highly competitive landscape.

Ensure alignment with commercial partners as well as alignment between different departments (Telco Sales and Customer Solutions and Products). Listens, understands and translates customer feedback to steer and prioritize product development together with Customer Solutions and Products. Validates business assumptions in the new solutions and services in Mobility product line and shares the vision of that strategy across the team/ department and throughout BICS different stakeholders/departments

End responsible for the pricing strategy and standardization to identify opportunities and areas to improve to optimise financial budget, enhance market footprint and help regions to achieve sales results.

Support BICS' 'Transform to grow' strategy by participating and promoting transversal initiatives dedicated to transformation

Your Profile

Strong business acumen, commercial mindset and analytical skills are a must

5-8 years experience in commercial aspects of mobility and roaming business

Problem solver, solution seeker and able to manage stress

Great presentation skills

Excellent negotiation skills

Ethic and trustworthy person with strong people management and coaching 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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