

## Vendor Relationship Manager Telenet Business

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Company: Telenet

Location: Belgium

Category: other-general

As a B2B Vendor Relationship Manager, you will be part of the Telenet Business Portfolio Management team. You build and maintain win-win partnerships with our main vendors in a.o Cybersecurity, Networking, UC&C & Cloud to support the overall business strategy and long-term objectives of Telenet Business.

### **Your responsibilities as a Vendor Relationship Manager**

Support in developing, implementing, and maintaining a portfolio, sourcing and vendor strategy that fits the short-, medium- and long-term business Telenet objectives and the Telenet way of working.

Support in the search, selection and sourcing of subcontractors, to fulfill specific needs and provide the necessary services to the Telenet Business-to-Business (B2B) customers.

Maintain the relationship governance and relationships “eco-systems” between internal and external stakeholder in order to create long-term partnerships.

Maintain vendor contracts, throughout their entire lifecycle, in close collaboration with all stakeholders to ensure the strategic objectives of Telenet are safeguarded.

Oversees monitoring and constant evaluation of vendor performance against contractual service obligations to ensure overall effectiveness of vendor’s provided services.

Initiates optimizations of the existing delivery models, promoting vendor innovation and capability improvement. Monitors and take appropriate actions to mitigate suppliers’ risk.

### **What we have to offer**

You will be joining a company that invests in you and adapts your working environment optimally to your needs. This will allow you to develop while taking care of your work-life

balance.

A varied job in which you will achieve tangible results and make your mark.

You will have every opportunity to further develop your expertise. We stimulate your personal growth with internal mobility opportunities and extensive learning possibilities, but also give you the chance to press the pause button after a while or to go in a completely different direction.

A competitive gross monthly salary that we complement with a host of fringe benefits.

The pleasant company of colleagues who are just as passionate as you are.

### **Our ideal Vendor Relationship Manager**

Bachelor's degree or equivalent by experience, minimum 3-5 years of relevant experience

Excellent communication skills in Dutch and English, with the ability to engage and communicate with internal and external stakeholders of all backgrounds and educational levels.

Must not be a subject matter expert, but has enough technical knowledge/insights to understand vendor/partner solutions and their value in our portfolio.

Understands the key drivers of B2B ICT vendors, their strategy and portfolio on the one hand and Telenet's key business drivers and strategy on the other.

Has negotiation skills and at least some basic procurement experience.

Is able to identify legal, financial and potential other risks and helps to take adequate measures to mitigate those risks.

You must be comfortable juggling numerous stakeholders, on- and off-site meetings, and deadlines. You are highly organized to manage the many parts of the job and keep the tasks on track.

You are a goal-oriented professional who has the drive and motivation to push yourselves to succeed.

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