

Key Account Manager Wholesale, Mobile Gaborone

This is a fantastic opportunity to set up a new Mobile Network Operator with a disruptive technology made in Germany.

Sector- Technology

Location- South Africa / Botswana

Salary & Benefits- to be negotiated

Job Type- Key Account Manager Wholesale, Full-time, Permanent

As the Key Account Manager Wholesale, you will negotiate and run large scale whole sale contracts with millions of MNO, MVNO and ISP customers depending on our work.

It is ideal for a candidate with good experience and a strong personal network into local and global Mobile Network Operators, Virtual Mobile Network Operators, Internet Service Providers and Backbone Service Providers.

We are looking for several skilled high performers, who make the impossible possible and have a strong can-do attitude.

You will have worked for one of our potential customers and build up your own strong network.

You will be comfortable working in a fast-paced, energetic work environment where company structures and roles are dynamic, and you are happy to get involved across projects as required.

The Company:

Launched in April 2020 is using a disruptive Access Network Technology a 5G Alternative made in Germany, with a great global potential and only few competitors. We are rolling out our network in South Africa, Botswana and Nigeria.

The Key Account Manager Wholesale role:

- Preparation of Wholesale Contracts with Telecom Legal Specialist
- Preparation of Presentations for MNO, MVNO, ISP and Backbone Provider
- Relationship Management and Contract Negotiation with MNO, MVNO, ISP and Backbone Provider
- Lead for Technical Negotiation of Contract with support of TBK Account Manager
- Development of Billing Strategy with TBK Account Manager
- Supervision and Administration of Monthly Billing

The Ideal Candidate for the Key Account Manager Wholesale :

- long experience in the telecoms industry
- Experience in a key account, sales or marketing role
- Experience in international, multicultural work environment
- Bachelor's or Master's degree with a 2:1 or above
- Excellent communication, written and time management skills
- Motivated self-starter with a strong attention to detail who is ready to make a real impact in a fast-growing company
- Excited by the environment a start-up presents