

Technical Vendor Key Account Manager, KI-EC

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

Sector- Technology

Location- Near Hamburg, Germany

Salary & Benefits- to be negotiated

Job Type- Technical Vendor Key Account Manager, Full-time, Permanent

As the Technical Vendor Key Account Manager, you will manage the relationship with and handle the supply from different vendors to us.

We are looking for a skilled high performer, who makes the impossible possible and has a strong can-do attitude.

You will have 20+ years' experience working in the telecom vendor industry.

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 2009 has designed a disruptive Access Network Technology, a 5G Broadband Internet 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 Technical Vendor Key Account Manager role:

- Negotiation of Frame Contracts with Vendors
- Exploring Opportunities to gain shares of Vendors
- Supervision of product volume figures
- Arranging and Supervision of White Labeling of Products
- Preparation and Maintenance of BoM with tested software versions
- Equipment Order for Roll-Outs
- Processing and Follow Up for all Orders and Deliveries
- Quality Assurance

The Ideal Candidate for the Technical Vendor Key Account Manager role:

- Bachelor's or Master's degree

- Excellent communication, written and time management skills
- Experienced in multicultural, international environment
- 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