



## Director - Enterprise

- **Vacancy for:** 1
- **Posted on:** Nov. 6, 2018
- **Deadline:** Nov. 13, 2018, 11:55 p.m.

### Basic Job Information

Job Category	: General Mgmt. / Administration / Operations
Job Level	: Top Level
Employment Type	: Full Time
Job Location	: Kathmandu, Nepal
Offered Salary	: Negotiable

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### Job Specification

Education Level	: Bachelor
Experience Required	: More than or equals to 15 years

### Other Specification

#### Your Qualification and Experience:

- Post Graduate in Management along with BE Degree (preferably in Electronics and Telecommunication) from a reputed institute
- Should be less than 45 years of age having at least 8 years of managerial position experience
- Minimum 15 years of experience of multinational environment in Telecom industry across multiple vertical including Pre-Sales, Product Management & Development, and Sales Operations
- Good track record in conceptualizing, analyzing, planning, developing and delivering products by working across cross functional teams
- Experience of using Marketing Research methodology to develop products and services

#### Your Profile:

- Understands basic Finance to arrive at ROI while developing products and services
  - Able to translate the functional strategy for their function
  - Thinks ahead of the curve, considering both short-term and long-term implications when making a decision
  - Has a robust understanding of the business, industry, externalities (market, regulatory, media, technology, competition, etc.) and changing trends
  - Able to triangulate all data and metrics in order to size up the overall business performance
  - Puts customers first when making a decision and establishes a culture of high customer obsession
  - Encourages and fosters collaboration across functions, levels and borders
  - Committed to getting the job done and takes accountability for the team's actions and outcomes
  - Develops high-performing teams, keeping future capabilities and business needs in mind
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### Job Description

**Duty Station:** Current requirement is in Kathmandu but it can be anywhere in Nepal as per business needs and future requirements

**Department:** Commercial Department

#### Main Responsibility Areas:

- Prepares Segment Plans defining Corporate, SME and Overseas Nepalese segments (International), acquisition targets and activities, and implements customers' acquisition activities

- Identifies market opportunities in Corporate, SME and Overseas Nepalese segments (International) for acquisition / retention, defines business capabilities and develops acquisition / retention activities
- Identifies and follows up the return on investment of the campaigns
- Identifies campaign needs, defines the target segments, defines the campaign targets and timeline, campaign products / services and tariff plans need, and accordingly develops offers for the corporate segment acquisition / retention improvement
- Manages the campaign development, follows up the technical capability of the campaign execution, coordinates the campaign planning and execution, and launches the campaigns
- Develops the performance of acquisition / retention campaign offers. Monitors existing customer satisfaction, complaints and needs, and plans for necessary actions
- Identifies the corporate segment marketing communication needs and follows up the alignment with corporate acquisition / retention activities
- Initiates the feasibility analysis for campaigns and evaluates the feasibility analysis results
- Communicates with other segments and aligns the acquisition / retention activities
- Reviews existing segments / sub-segments and identifies issues with the existing segmentation structure
- Analyzes the impact of merging, splitting and changing the structure of the segments, and decides on the necessity of updating the existing segment structure
- Analyzes segment targets and plans, evaluates the segment performance and communicates performance results
- Follows up the mobile communications market trends, technologies and customer offers, and plans for necessary actions
- Responsible for daily, weekly and monthly reporting, and presentations for Corporate, SME and Overseas Nepalese segment
- Initiates the loyalty programs and promotions / activities for the Corporate, SME and Overseas Nepalese segment
- Assures carrying out, and takes part in orientation and role induction program for subordinate staff

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### Applying Procedure

We encourage experienced candidates having above-mentioned competencies who can encourage and foster collaboration across functions, level, and borders to apply and be a part of the Ncell winning Team sending an email with cover letter and resume to [ncell@merojob.com](mailto:ncell@merojob.com) no later than **13 November 2018**.

**Note:** merojob on behalf of Ncell will carefully assess your qualifications for the position you applied with regards to job requirements. In case of not meeting the job requirements entirely, you will be notified accordingly at any stage of the recruitment process. Canvassing at any stage of the processes shall lead to disqualification of the candidate for this vacancy and any future recruitment process.

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