



JOB ADVERTISEMENT

Live connected.

Transformation! Change! Technology!

Transformation and change are buzz words being echoed within Botswana Telecommunications Corporation Limited (BTC) at the moment. Opportunities for employment exist within BTC for dynamic individuals with a desire to work in a fast-paced technology driven environment.

1. HEAD OF ENTERPRISE PRODUCTS

Reporting directly to the General Manager Marketing, you will be responsible for providing professional enterprise product inputs to the creation and maintenance of a BTC Strategy that will deliver shareholder value, as well as managing all Enterprise Products within the agreed frame work, meeting targets for return on investments, profits and customer satisfaction. You will provide leadership to the enterprise team to identify commercial opportunities that supports BTC business goals as agreed by the General Manager Marketing, and further support the General Manager in developing a product roadmap by providing professional enterprise inputs and advice.

You will also be responsible for managing governance and performance of in-life enterprise products and enterprise product development. Working hand in hand with Enterprise Team to develop and manage mobile products, fixed and data products, covered products for Enterprise customers. Furthermore, you will be expected to establish pricing for each and every BTC products and services, provide cost and price information in support of sales bids, authorize discounts within authorized policy guidelines. You will be required to develop the financial portion of all investment cases for product development, clearly specifying the estimated return on investment.

The ideal candidate should have a degree in Marketing, Business Administration or equivalent, plus nine (9) year professional experience in the field of marketing with particular emphasis on product development and management. The ideal candidate should have a Certified Marketing Management Professional or New Product Development Professional (NPDP) Certification. Membership of any related professional membership will be an added advantage.

2. HEAD OF INDIRECT SALES

Reporting directly to the General Manager Consumer Sales, you will be responsible for identifying appropriate dealers and partners and agree contracts with them, ensuring full compliance with regulatory, legal and commercial requirements on every deal made, you will also Manage all in-life contracts with dealers and partners, including commissions and rebates, you will further develop distribution/channel strategy to ensure reach, accessibility and visibility of BTC products and services across the country and for all customer segments, and represent and promote BTC Indirect Sales interests in national and international forums, ensuring that the professional integrity of BTC is maintained.

You will also be responsible for developing Indirect Sales Strategy for Dealers, Sub-dealers and street sellers/runners which will deliver targets to drive revenue through the sale of BTC products and services as set out in the BTC corporate strategy and budget. You will be expected to automate the processes to provide improved, efficient and seamless service to the Partners/Dealers, as well as to establish mechanisms allowing the integration of different channel-based sales for each customer. You will also manage sales inventories and merchandising for all channels, monitoring stock levels for BTC departments, dealers, partners and retail stores; replenish stocks when stock threshold levels are reached.

The ideal candidate should have a Degree in Business Administration or equivalent coupled with three (3) years' experience in integrated channel management and customer relationship management systems, plus six (6) years' managerial experience in Channel Management functions. The ideal candidate should also have experience of designing and implementing web-based sales channels. Having a Master's degree will be an added advantage.

Remuneration: The Company offers a competitive compensation package, commensurate with qualifications, skills and experience.

If you fit the bill, kindly send your application, latest CV and certified copies of certificates and Identity document (OMANG) to: recruitment@btc.bw, Attention: Head of HR Partnering & Rewards, P.O Box 700 Gaborone.

NB: We respond to shortlisted candidates only.

CLOSING DATE: 19th January 2022

Kindly note that BTC will not receive hand delivered applications due to the on-going Covid 19 pandemic.