



btc

JOB ADVERTISEMENT

Live connected.

Transformation! Change! Technology!

Transformation and change are the key 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. KEY RELATIONSHIP MANAGERS - i. GOVERNMENT ACCOUNTS ii. CORPORATE ACCOUNTS

The incumbent(s) will be responsible for managing the sale of communications solutions to all allocated accounts, meeting targets for revenues and profits for converged services (Fixed, Mobile and Broadband). You will be responsible for customer retention and business growth within account portfolio and ensuring that customer relationships are maintained at optimum level. You will also act as the point of contact for BTC and champion customers' needs within BTC.

The candidate(s) will create and maintain an account development plan (ADP) for each allocated account, defining the BTC sales strategy and work with other stakeholders to design technical solutions for Customers within portfolio to drive sales. You will be required to design, negotiate, lead the development of customer contracts and manage them during the contract lifecycle.

The ideal candidate should have a Bachelor's Degree in Telecommunications Engineering or Business Administration or Bachelor's Degree in Information Technology (IT) or equivalent qualification coupled with five (5) years' experience of account management in the telecommunications or ICT sectors. Experience in the area of fixed-mobile convergence and on the sale of communications solutions to corporate customers is an added advantage.

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

If you fit the bill, kindly send your application, CV and certified copies of certificates, clearly state on your application letter which Relationship Manager Portfolio you are interested in, between Government Accounts and Corporate Accounts to:

recruitment@btc.bw

Attention: Head of HR Partnering & Rewards

OR

Botswana Telecommunications Corporation, P.O Box 700, Gaborone.

NB: We respond to shortlisted candidates only.

CLOSING DATE: 5th September 2019