



**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. LEGAL SERVICES MANAGER

Reporting directly to the Head of Legal Affairs. The incumbent will be required to provide legal advice on any kind of contracts, disputes or regulatory issues upon request throughout the Company. You will be expected to draft legal contracts to be entered into between BTC and its suppliers and customers/stakeholders and assist in ensuring compliance with all relevant laws both at local and International level.

The ideal candidate should have a Law Degree supported by 8 years' experience of commercial law of which (two) 2 years should be managerial experience in Legal regulation in a competitive telecommunications environment. Registration with the Law Society of Botswana is compulsory. A membership of a professional association will be an added advantage.

### 2. RELATIONSHIP MANAGER

Reporting directly to Head of SME Accounts. The incumbent will be responsible for the management and sales of communications solutions to all allocated SME accounts, meeting targets for revenues and profits. The incumbent is required to understand customer needs and to maintain long term relationships and be the first point of contact within BTC, define the decision-making process for each account as well as identifying key decision-makers, technical advisors and users. To develop a strategy to explain the BTC sales proposition to each customer and to gain their support.

The ideal candidate should possess a degree in Telecommunications Engineering, Business Administration or equivalent coupled with six (6) years' experience of Account Management in the telecommunications or ICT sector.

### 3. CAMPAIGNS & CORPORATE EVENTS COORDINATOR

Reporting to the Sponsorship and Events Manager. The incumbent will plan and manage all corporate marketing and sales events; plan and manage industry forums, collect data on Leads and customers and share with relevant sales teams. You will review all BTC corporate events requirements and create a corporate event plan, you will coordinate development of event speeches and or presentations and ensure that they reach the media timely. You will coordinate the website development for the event and approve drafts of the web content. The incumbent will be required to work according to BTC quality standards and procedures.

The ideal candidate should possess a Degree in Marketing or equivalent with 5 years' professional experience in the marketing/branding and coordination of campaigns and event sphere. Professional Membership of Certified Marketing Management Professional (CMMP) is a requirement. Membership of a relevant professional association /body will be an advantage.

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

If you have the above capabilities kindly send your application, latest CV and certified copies of certificates to [recruitment@btc.bw](mailto:recruitment@btc.bw). Attention: Head of HR Partnering & Rewards, P.O Box 700 Gaborone.

**NB:** We respond to shortlisted candidates only.  
**CLOSING DATE:** 07th June 2019