



**Sr. Manager / Manager (Marketing & Sales)**

**Fiber @ Home Ltd.**

**Vacancy: N/A**

**Job Description / Responsibility**

- Identify, develop, drive and secure new business opportunities/clients
- Establish account plan for respective customers and achieve quarterly/yearly sales target.
- RFQ/ Proposal submission by taking necessary support from technical team, agreement signing and contract management for respective accounts.
- Responsible for Sales Planning and Forecasting
- Responsible for Revenue generation and Reporting
- Maintain and ensure customer relationship for respective accounts by understanding customer needs.
- Receive client request, feasibility check by planning, costing, pricing and close the deal with client by ensuring profitability.
- Work on administrative activities
- Sales Team Management
- Work on GIS and Billing SW verification, ensure and maintain correct database for billing and provide fortnightly and monthly sales report to Management.
- Cross Functional Activity like supporting bill collection, faster delivery, and better support service.
- Support and coordinate revenue assurance team for bill collection and dispute resolution.
- Conduct CSI, customer market research and competitor data suggest to management to fix marketing strategy.
- Any other assigned job by his/her line manager/management.

**Job Nature:** Full-time

**Educational Requirements**

- BBA/ MBA (Marketing) from any UGC approved university
- B.Sc Engineering (Electrical/ Electronics/ Telecommunication/ CSE) is preferred from any UGC approved university

**Experience Requirements**

- Minimum 6 year(s)
- The applicants should have experience in the following area(s):
  - Sales, Marketing, Relationship Management/Key Account Management
  - Telecommunication, ISP, Technical Infrastructure

**Job Requirements**

- Minimum 6 Years work experience in Telco/ ISP/ WiMAX or relevant field
- 2 to 3 years' experience in Managerial role
- Must be a team player with strong interpersonal skills
- Technical Knowledge on Service/Product
- Smart, presentable, energetic and hardworking
- Ability to work under pressure

**CV forwarding guideline:**

**Interested candidates are requested to send CV to [tauhidul@fiberathome.net](mailto:tauhidul@fiberathome.net) , mentioning name of the position on the subject line of your mail.**

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**Deadline for apply: Feb 8, 2018**