

CAREER OPPORTUNITY

Position Name : Head of Commercial Strategy & Planning, Commercial

Close Date : September 23, 2021

Role Overview

The Head of Commercial Strategy & Planning is a key role, responsible for formulating Commercial Strategy in line with Grameenphone Strategy. The role will be responsible for topline business objectives through the direction functions (Product, Marketing, CES, Sales & Distribution) and also developing yearly plan, CAPEX, OPEX and network investment.

Job Responsibility

- Develop strategic long-range business plans for commercial organization in consultation with Management/Group to monetize the investment
- Establishment of commercial strategy framework and relevant must-win battles
- Defining and driving the strategic roadmap and commercial strategy based on technology, economic, market, competitive analysis and industry best practices, translate broad guidelines into specific operational plans and programs
- Maintain and ensure proper gating calendar of all commercial initiatives in accordance with company priorities
- Execution of the division's strategy projects, directives and objectives as driven by internal and market needs
- Monitor and drive the implementation of the commercial's, short, medium and long-term strategic goals and objectives
- Support prioritization of G2M activities including products and services and communication
- Communication of strategy with the relevant stakeholder across company to achieve long term vision.
- Market & Industry Forecasting aligned with BI
- Formulate commercial roadmap, comprising the concepts and projects.
- Guide the team with long term pricing strategy
- Align Commercial for OPEX and CAPEX budgets (Target/FC/Strategy). Coordinate and support management of commercial OPEX and CAPEX, including media spending & TM budgets
- Guide the team with international best practices on processes and way of work by benchmarking and analyzing the gaps.
- Leading a team of experts and capability building on talent, system, portfolio, network and other responsibilities.

Educational Qualifications

- Business & Engineering (EEE/CS) Graduate from reputed universities. MBA preferred major in Marketing

Experiences

- Minimum 12 years of experience in working with different commercial functions of Telecom Industry
- Telco Market understanding of different countries
- Experience in designing strategies and advising senior management
- Experienced in People & Stakeholder Management
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint and other Office applications)

Special Requirements

- Strategic & result orientation
- Excellent People Management skills
- Building organizational capability
- High level of integrity and trustworthiness
- Strong collaboration & influencing skills
- Ability to work independently as well in a team
- Excellent Communication & Interpersonal skills
- Understanding of the telco business will be considered as an added advantage

Please apply to: recruitment@grameenphone.com

