

SENIOR MARKETING DIRECTOR (THAILAND-BASED)

Our client is a leading global telecommunications solutions provider with long-term partnerships with operators around the world. Its products and solutions encompass wireless products, core network products, network products, applications and software as well as terminals.

Today, its products and solutions are deployed in over 100 countries and serve 36 of the world's top 50 operators. With its exponential growth, the Company is looking for a key position as a marketing expert for global telecommunication service providers.

Responsibilities:

- Maintain critical awareness of business targets and the development of technical strategies to foster new penetrations in the telecom market areas
- Regional sales planning, implementing and promoting for telecommunication products
- Sales and market analysis for telecommunication products
- Contribute to the bidding process, leading the technical elements of the bid and providing necessary technical directions at each stage of the bid
- Support account/sales team in identifying, developing and maintaining sound, long term relationships with existing and potential clients
- Ensure the Company's or 3rd party's products can adequately serve customers' requirements

Requirements:

- Minimum of 15+ years of direct experience in the telecommunications industry, Asia Pacific region experience preferred
- Bachelor's degree in Electronics Engineering or Computer Science / Engineering, MBA or advanced degree preferred
- Broad knowledge in the Telecommunications Technology and Information Technology, with special emphasis on one of following: Fixed line (Broadband/FTTH, NGN, and IPTV), Wireless line (UMTS, CDMA, GSM, BSS&OSS) and in-depth understanding of the industry evolution and trend
- Solid understanding of service provider market and business issues
- Strategic planning and marketing experience with world class telecommunications service providers preferred
- Experience in consulting for the telecommunications industry also welcomed
- Must be familiar with the industry evolution and trends, strategic development, and service transformation in a regulatory environment
- Highly motivated, innovative and enthusiastic
- Ability to articulate strategically and a great negotiator
- Energetic and studious; be able to travel frequently with short notice and work overseas
- Excellent command of written and spoken English

Expatriates are welcomed to apply.

Interested candidates, please kindly your updated resume in MSWord to Nonglak at nonglak@gsirecruitment.com. All applications will be treated with the strictest confidentiality.