

## Business Architect

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

### 1. Job Description

As a **Business Architect**, you will play a pivotal role in shaping the enterprise's strategic direction and ensuring alignment between business objectives and technology solutions. Your expertise will directly impact the success of mobile operators by optimizing their operations, enhancing customer experiences, and driving revenue growth.

### Responsibilities

#### 1. Strategic Alignment:

- o Collaborate with senior leadership to understand business goals, market trends, and competitive landscapes.
- o Translate strategic objectives into actionable plans, ensuring alignment with mobile operators' needs.

#### 2. Business Process Optimization:

- o Analyze existing processes and identify areas for improvement.
- o Propose innovative solutions to enhance efficiency, reduce costs, and streamline operations.

#### 3. Solution Design:

- o Architect end-to-end solutions that integrate business processes, IT systems, and network infrastructure.
- o Consider technical requirements, scalability, reliability, and cost-effectiveness.

#### 4. Stakeholder Engagement:

- o Engage with mobile operators, internal teams, and external partners to gather requirements.
- o Facilitate workshops, interviews, and collaborative sessions to define business needs.
- 5. Technology Evaluation:
  - o Evaluate technology options (CEM, Billing & Charging, IPTV, CRM, Service solutions etc.) to support business objectives.
  - o Recommend suitable tools based on performance, scalability, and cost considerations.
- 6. Business Impact Assessment:
  - o Assess the impact of proposed changes on mobile operators' operations, revenue, and customer satisfaction.
  - o Provide risk assessments and mitigation strategies.

## **Requirements**

### **Background**

- o Preferred : Worked in Marketing or Strategy team for mobile or fixed operator 3+years.
- o Proven experience as a Business Architect, preferably in the telecommunications industry 3+ years.
- o Fluent English as working language. Excellent communication skills to collaborate with cross-functional teams.
- o Strategic thinking, problem-solving abilities, and a customer-centric mindset.
- o Bachelor's degree in Business Administration, Information Technology, or related field.

### **Basic business competence (direct experience or consulting experience)**

- o Strategy analysis framework: Has strategy planning framework (McKinsey, R&B, Accenture, or other firms template)
- o Business planning experience : GTM, marketing campaigns, pricing, etc.
- o Know well practically in at least 1 domain : Product management, channels, sales management.
- o Understand Business Architecture and Business Intelligence, has experience working with BI team.
- o UE and UX experience.
- o Financial table analysis knowledge

### **Mobile Operator insight competence**

- o Know their organization, jobs and responsibility of each level 2 team. (MKT, Sales, NETWORK, CEM,CALL CENTER, etc.)
- o Understand operator's 2C,2B, 2H markets, Products & services , business processes, channels, wholesale and retail.
- o Good knowledge about either business process : Operator's GTM, operator's sales(2C or 2H), operator's CEM, operators' customer care
- o Good communication skills for engagement with director or higher level customers in mobile operators.

**Any mobile equipment Vendors' product experience is a plus**

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