

Turkey Jobs Expertini®

Chinese Commercial Contract Specialist

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

Job Description:

Participate in contract commercial solution design, contract negotiation, and contract risk and dispute resolution to support project operations. Manage contract fulfillment of the project, interpret the contract, organize contract handover from pre-sales team to fulfillment team, execute the change process, resolve project disputes, and close the contract in a timely manner.

- 1. Commercial bidding:** Participate in bidding projects ,analysis customer requirements and develop commercial proposal, identify and mitigate contract risks, and prepare commercial solutions and bidding documents.
- 2. Commercial negotiation:** Lead and participate in contract negotiation with customers according to the defined negotiation objectives and strategies, mitigate contract risks to improve contract quality.
- 3. Design and draft contract commercial terms** according to customer requirements and negotiation, be familiar with company's policy and identify contract risks and provide mitigation solutions.
- 4. Contract fulfillment Management:** Contract Handover, billing management, penalty management, and contract closure to ensure high-quality, and high efficiency contract fulfillment management.

Requirements

Qualifications & Requirements:

- Bachelor degree preferably in Telecommunications, Computer or Electronics

Engineering

Deep technical knowledge of Cloud Core Domain(Min 2 years experiences)

Deep technical knowledge on vEPC/EPC, PCC, Diameter networks, EPC domain interfaces and Protocol Stacks, 3GPP specifications and RFCs and expertise on providing solutions,

Expertise on SGSN-MME and GGSN/PGW/SGW/ePDG/TWAG installation, integration and solution

Deep technical knowledge on VoLTE, VoWifi

Deep technical knowledge on CUPS (Control User Plane Separation) Architecture and 5G-NSA

Familiar with OpenStack / VMware is a plus and Prioritize;

Deep technical knowledge of Telco Virtualization;

Deep knowledge of Virtualization environments, NFVI, VIM, VNFM, MANO etc.

Good knowledge of IP, Subnetting, Vlan, Switching and Routing protocols. CCNA / CCNA Voice Course certification is a plus

Analytical thinking skills

Excellent communication, documentation, reporting and problem troubleshooting skills

Has ability to make self-study for new topics to enhance his/her experience.

Ability to work under pressure.

Fluency in both spoken and written Turkish and English.

Customer oriented

Ability to work in a team, professionally and personally with different reporting schemes.

Ability to travel and available to work within a 7/24.

Work location Istanbul

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