

Turkey Jobs Expertini®

Commercial and Contract Manager

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Company: Huawei Telekomünikasyon Dış Ticaret Ltd

Location: İstanbul

Category: other-general

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

Bachelor or above, electronic/telecommunication/computer/Finance/Business Management/International Trade /Law major preferred

5 years' work experience in Contract commercial domain

Good English Skills

Knowledge and skills related to contract commerce are preferred, such as commercial management, legal, international trade, finance, basic telecommunications knowledge would be an advantage.

Be familiar with commercial contract reading, writing knowledge and negotiation skills, operating tools and processes, customer understanding and communication.

Willingness to accept challenges, good team work.

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