

Turkey Jobs Expertini®

Fixed Solution Partner Senior Associate Manager

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Company: Vodafone

Location: Istanbul

Category: other-general

Your dream job does exist.

Discover it at Vodafone!

We are looking for a **Fixed Solution Partner Sr. Assc. Manager**.

First things first: Our Brand.

Here are the key behaviours that help us bring our Spirit and Purpose to life:

- Earn customer loyalty: Small things do matter.
- Experiment, learn fast: Just take the chance.
- Create the future: That's possible.
- Get it done, together: It's up to each of us to make it happen.

Here, everyone can feel free to be themselves and express their ideas.

We are proud to have the most flexible #hybrid way of working in Turkey.

Together with your team, you can decide which days to come to the office depending on your work requirements.

Another favorite: Meeting-free afternoons! Every Friday, arrival of the noon means we can start to take it easy: spend time working on our personal development or catching up with our team. We call this #CumaKafası (Friday mood :)).

And yes we are Agile! The world is constantly changing. And we cannot afford not to!

Our journey began by simplifying our organizational model and transforming into a more agile structure that now we use extensively, especially in our development processes.

1. Why is this role really critical to us?

Responsible from the overall revenue growth management and pricing of the products launched in Vodafone Business Unit focusing on core mobile products and services in Vodafone Business Unit

will you spend your time at Vodafone?

- Storytelling with data: strong skills in articulating the benefit or requirement associated with a corp base management strategy: drawing on data and analytical techniques where appropriate, and communicating this to a business audience.
- Exceptional team management and leadership skills.
- Build, develop and track automated reporting and performance metrics that support better offers and business decisions mainly for revenue growth and Corp Base management.
- Responsible for Corp segment churn, migration APRU, retention profitability for all Vodafone offers
- Lead digital transformation to build up an always-on marketing structure through data-driven and contextual approach
- Analyse and identify churn drivers by interpreting insights from models, exit surveys, disconnection trends, customer activity, debt collection performance, customer complaints, NPS and incorporate all into action plan
- Plan & execute e2e digitalization & automation of CVM actions
- Develop & performs action plan and related activities (retention, upsell, x-sell) for the delivery of churn & disconnection targets
- Follow up current best practices in CRM area & VF group opcos
- Track Direct Sales channel performance for all product domains. (Mobile , fixed, IoT services).
- Track closely Corp Segment VBU Revenues and come up with new initiatives to keep actuals and targets in line.
- Tracking commercial strategy of competitors and coming up with proposals best fitting to our own strategy.
- Preparing Recommendations to get top management approvals on any new proposition/change.

- Carry out post-evaluation of new launches and concepts.

are just the person we've been looking for, if you have:

- Minimum 8 years experience in Datacenter&Cloud & security fields
- Exceptional project and stakeholder management skills.
- Having a proactive approach, rather than reactive
- Experience in customer value management, Growth mindset is a must.
- Some demonstrable, hands-on experience in processing large data sets in Excel. Advanced Excel skills are essential.
- Ability to work independently, usually within a complex and often ambiguous environment, to build rigorous, fact-bases that support recommendations to senior management, other executive, functional, or regional management.
- Bachelor Degree in Engineering or Business, Economics, master degree is a plus
- Flexible mind set to adapt to a constantly changing conditions
- Strong written, verbal communication and negotiation skills& inter-personal skills both in Turkish and English
- Ability to work under high pressure and time constraints

Get to know us

If you want to know more about us and what we do, then visit our website:

Instagram:

Youtube:

This role has a #Hybrid working model

Wait for it: Our benefits!

We like to keep them flexible:

- Vflexy: Flexible Benefits Program
- Hybrid working kit
- Ergonomic kit allowance
- Digital meal voucher
- Flexible transportation allowance.
- Employee assistance hotline & counselling
- Comprehensive and flexible private health insurance
- Discounted price deals for wide range of products & services

Plus, plenty more to enjoy!

#LI-Hybrid

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