

求人情報

マネージャーレベル

ポジション名	CVM HEAD
この求人情報の取扱い会社	Pasona India Private Limited / パソナインディア
企業名	会社名非公開
掲載開始・更新	2024-04-08 / 2024-04-08
職 種	エグゼクティブ/経営 - CMO（マーケティング） エグゼクティブ/経営 - 管理職(営業/企画系) IT関連（インフラ系） - 通信インフラ（ISP・キャリアを含む）
業 種	通信・情報サービス関連
勤務地	アジア インド
仕事内容	<p>The key purpose of the CVM Head role is to deliver net incremental revenue goals of the Customer leveraging Comviva MARTECH & other products.</p> <p>Key Job Responsibility</p> <ul style="list-style-type: none"> • Business: <ul style="list-style-type: none"> o Consulting Customer on Revenue enhancement o Develop/define & implement marketing programs/campaigns to enhance service penetration & increase revenues for the Customer o Identify and make recommendations for actions to improve campaign performance to drive incremental revenue o Lead weekly & monthly performance reviews with the Product & CVM Heads o Study market requirements on an on-going basis to identify opportunities for incremental revenues. o Track competitor activities in various domains, create & flash outcome oriented reports and dashboards. • Team handling & collaboration: <ul style="list-style-type: none"> o Spearheading a team of professional (from analytics, consulting team & operations) to drive customer value management strategies and operations leveraging Comviva's Platform o Effectively lead cross-functional teams across the unit and the client to deliver outcomes for the Customer Interface with Comviva's technical team product management and R&D teams for deploying new modules leveraging the complete ecosystem • Relationship management: <ul style="list-style-type: none"> o Managing relationship with Customer CVM/Product Heads, CVM Team along with their BI Teams o Build and maintain solid understanding of the Customer's infrastructure, business objectives and processes to become a trusted advisor for all issues related to Customer Value Management strategy, operations, performance and revenue generation • Others: <ul style="list-style-type: none"> o Negotiate, agree and maintain & monitor Service Level Agreements with the Customer within unit's policy guidelines. o Support Finance to ensure all invoices are raised on time and provide onsite support for payment receipt. o Manage product release updates
企業について(社風など)	CVS provides a portfolio of MARTECH solutions that help the marketer manage the end-to-end consumer life cycle. The portfolio leverages big data-driven mobile analytics to uncover customer insights which in turn, ensures revenue growth and enhanced customer experience. We provide a highly scalable analytically driven big data platform for Consumer & Retailer Value Management.
勤務時間	9:00～17:30
応募条件	<p>【Functional:</p> <ul style="list-style-type: none"> • Telco CVM knowledge & experience is mandatory, • Experience in telecom Marketing/business operations & Customer delivery management, • Sharp analytical skills, telecom business acumen & ability to interpret & translate Customer insights into actionable revenue generating programs, • High degree of comfort with MARTECH & digital technologies – ability to leverage these technologies for business growth. <p>Behavioral:</p> <ul style="list-style-type: none"> • Excellent problem solving and analytical skills combined with a strong business acumen, • Ability to understand technical nuances and work with cross functional teams to anticipate & resolve issues, • Bias for action and can break down complex problems into steps, • Excellent collaborator • Effective team leader • Excellent verbal and written communication skills, interpersonal skills
英語能力	流暢 (TOEIC 865点以上)
日本語能力	ネイティブレベル
年 収	日本・円 2000万円 以上

