Business Architect MMT – IoE Monetization, Management and Trust
Location: US or Western Europe

About TM Forum:

TM Forum is the global member association for digital business. We provide a platform for hundreds of global members across a wide range of industries – communications, technology, cities and municipal government, insurance, healthcare, and so on – to collaborate and partner to co-create, prototype, deliver, and monetize innovative digital services for their billions of customers.

Our vision is to drive the next wave of digital business growth – the digitization of every industry – by providing a common innovation platform to connect businesses, industries, and ecosystems. We do this in a highly practical and agile way through collaboration programs and communities which lead to rapid prototypes – ranging from digital business models to interconnectivity APIs – that have real world commercial applications. Complementing our collaboration programs, the Forum provides thought-provoking digital business research and publications, industry best practices and standards along with training programs to accelerate adoption, and events and workshops which connect top business & IT leaders to learn, network, and develop meaningful partnerships.

The Internet of Everything "$20 Trillion +" opportunity has created a set of industry requirements that TM Forum expresses as a Roadmap of Challenges to be addressed. While many commercial organizations and industry alliances have focused on core IoT/IoE technology, connectivity, security, privacy, spectrum and devices, one area of work that the TM Forum is uniquely qualified to address - IoE Monetization, Management, and Trust (MMT).

The key purpose of this role is to develop and implement a product strategy, messaging, liaisons, member and market feedback approach to drive idea creation and adoption of MMT clearly defined/high value Products.

Specific Responsibilities:

Areas of New Focus: Digital Trust has become the "third leg of the stool" as a combination of cyber security, privacy, customer experience, data analytics and ecosystem digital commerce requirements. The focus of this position will be to develop and implement a product strategy, messaging, liaisons and member and market feedback approach to drive idea creation and adoption of MMT clearly defined and high value products by:

- Leveraging the existing and on-going work in Monetization and Management.
- Designing a roadmap of challenges for Trust based work on both Market and Member needs:
    a. Leverage existing TM Forum work in cyber security, privacy, customer experience, data analytics and ecosystem digital commerce requirements
    b. Determine whether the current portfolio of cyber security, privacy, customer experience, data analytics and ecosystem digital commerce requirements has high value for adoption.
    c. This portfolio includes current Revenue Management, Revenue Assurance, Asset Management and Fraud Management work streams.
- Designing an MMT "2020 Vision" for CSP's/DSP's, Suppliers and ecosystem partners.
    a. Identify key MMT stakeholders

- Work with Collaboration, Marketing, Event, Media teams to implement the MMT "2020 Vision"

Key Activities:
- MMT Product design (working with the Sr. Director IOE, the Director of IoE projects and the IoE Program Manager)
  a. Support program alignment with Collaboration
  b. Support Web Site messaging and presentation with Marketing and Media
  c. Support feedback loop with Marketing including "on boarding" of high value participants
  d. Deeply understand and align key MMT technology trends
- Identify key stakeholders and liaisons with Member Engagement
- Leverage a variety of Collaboration approaches – Think Tanks/Incubators, Workshops, Event Summits, Action Weeks and on line communities.

Skill requirements:
- 6 years - Product Management (Business, technology, market strategy)
- 6 years - Telco market and industry expertise (CSP/DSP and evolution of IoE)
- 6-years Technical expertise in IoE Monetization Management and Trust solutions – sufficiently deep to engage and inspire the confidence of vendor and CSP/DSP SMEs in related areas including:
  a. CSP and Ecosystem ecommerce business, technology, and market challenges and Solutions including BSS
  b. CSP, IoE, and eCommerce/fulfilment end to end challenges and technology solutions including OSS
  c. CSP, IOE, and cyber security end to end challenges and technology solutions
  d. A technical understanding of MMT standards organizations
- 6- years Establishing a peer community of IoE Stakeholders and feedback methods
- 6- years Marketing messaging
- 1- year Design Thinking methods

For immediate consideration, please email your resume to recruit@tmforum.org.
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