



## **Service Enablement Manager – EMEA / Americas**

**Location: Europe or USA, East Coast**

### **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.

Catapult Service Enablement business as the growth engine for EMEA / Americas region. Leverage relationships, present value propositions and establish strategic business relationships in the region. Develop a healthy funnel in the area of TM Forum services (coaching, training, conformance and benchmarking) for SPs / Enterprises / Technology vendor companies. Potentially, other solutions maybe added to the portfolio over a period of time.

Travel within your assigned region is frequent with occasional travel to other regions.

Strong account planning and management skills are essential as well as disciplined use of sales management tools including Salesforce and data reporting tools.

### **Specific Responsibilities:**

- Overall lead for engagements for Service Enablement, forging/cultivating relationships and building business with SPs / Enterprises / Technology vendor companies.
- This person will be the Strategic & Operational leader for Service Enablement portfolio in the region.
- Responsible for setting up strategic direction for Business, including establishment of near-term & long-term strategy, Business/Operating plans for generating new business.
- Foster engagement with key TM Forum members and accounts, developing relationship of influence with CxOs and help position TM Forum as a key player in the domain.
- Developing and maintaining the business plan, deal plans, for the solutions business in line with the overall targets for the next 2-3 years.
- Mapping, navigating and understandings prospects informal and formal decision criteria, pain points, strategic imperatives.

- Maintaining sales funnel and forecasting accuracy.
- Work collaboratively with Engagement Managers in winning business.

**Skill Requirements:**

- Min 10 years relevant experience, with 5-8 years Large account management experience in Telco/IT/Enterprise Accounts, as well as 5-10 years of B/OSS/network solution architecture and design experience.
- Should have existing account Senior Executive relationships.
- Experience in directly selling of Highly Complex & Large Technology Solutions.
- Mature interpersonal skills, with the ability to influence at 'C' level in large Enterprises.
- Ability to innovative independently in the sales process and in creating the sales pitch.
- Self-starter with a very strong strategic & tactical business sense and highly competitive.
- Strong knowledge & understanding of telecoms biz models, technologies & ecosystem (key accounts, decision makers, key influencers).
- Solid track record in winning multiple large deals in Key Telco/IT Accounts.
- Should have exceeded sales target plans consistently at least over last 3 yrs.
- Team player with excellent presentation and communication skills.

**Qualification**

BE/ B. Tech. in Electronics & Telecommunication , MBA preferred

For immediate consideration, please forward resume with salary requirement

For more information, please visit our website at [www.tmforum.org](http://www.tmforum.org)

An Equal Opportunity Employer

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