**Business Development Engineer, Proof of Concept Program**

**Location: Europe**

**About TM Forum:**

TM Forum is a global association of over 850 member companies that generate US$2 trillion in revenue and serve five billion customers across 180 countries. We drive collaboration and collective problem-solving to maximize the business success of communication and digital service providers and their ecosystem of suppliers around the world. Today, our focus is on supporting members as they navigate their unique digital transformation journeys, providing practical and proven assets and tools to accelerate execution and platforms to facilitate collaborative problem solving and innovation. You can learn more at [www.tmforum.org](https://www.tmforum.org/).

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 is 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.

**Position Summary:**

Catalysts are proof-of-concept projects developed collaboratively by TM Forum members. These projects bring together companies large and small to create innovate solutions to common challenges demonstrating how this can be achieved leveraging key TM Forum best practices and standards. Catalyst help companies to accelerate their R&D by providing IPR protection, collaboration support, and a structure/timeline for their work, as well as helping them multiply their R&D resources by teaming them with other companies to collaborate in jointly creating solutions.

**Responsibilities:**

* The BD Engineer will function as a key driver of the Catalyst program, applying his/her industry knowledge to support the TM Forum’s Catalyst proof of concept program.
* The BD Engineer will work with a wide range of projects at any given time – from IT transformation to new business ecosystems to customer experience to data analytics – to help those projects achieve their vision and strategic goals.
* The BD Engineer will be a key part of the process for the full lifecycle of projects – from defining business challenges through project execution to creating the deliverables at the end of the project and showcasing at TM Forum (and industry) events.
* Relationships are key in the Catalyst program. As such, establishing, cultivating and maintaining relationships with TM Forum members who are participating in the Catalyst program is critical.
* The BD Engineer will also become one of the key spokespeople for the Catalyst program

**Requirement:**

* Broad technical knowledge of CSP IT environments, OSS/BSS, virtualization, architecture, analytics.
* 10+ years of communications industry experience
* The ability to take ideas and concepts and “connect the dots” to create a coherent story
* A good at connecting the dots between people who have common interests – must be a people person
* Capable of multi-tasking and switching gears quickly between business and technical
* Comfortable in front of executives, as well as comfortable as a public speaker

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

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