



Vacancy Details	
Vacancy Title*	Marketplace Development Director reporting to Marketing Director
Employer Name	Internet Mobile Communications Ltd
Vacancy Short Description*	The Marketplace Development Director is responsible for the external promotion and the internal training of the IMC Voice and SMS sale teams on the use, functions and benefits of the Bank of Telecom ® marketplace reporting to the Marketing Director.
Vacancy Full Description*	<p>Overview of responsibilities:</p> <p>Membership Communications</p> <ul style="list-style-type: none"> ➤ Responsible for the promotion of the Bank of Telecom marketplace to Voice and SMS Membership via webinars, teams presentations and trade show forums. <p>Sales Training Programme:</p> <ul style="list-style-type: none"> ➤ Responsible for the continual training of the IMC global Voice Sales and SMS Sales teams on the use and benefits of the Bank of Telecom Marketplace and the IMC CRM system <p>Development of Marketplace Knowledge Base</p> <ul style="list-style-type: none"> ➤ Responsible for the continual update and improvement of the Bank of telecom Knowledge base <p>Development of Sales Training Collateral</p> <ul style="list-style-type: none"> ➤ Development of SMS and Voice sales material for Sales training ➤ Induction sales training for all new sales recruits. <p>General</p> <ul style="list-style-type: none"> ➤ To be proactive in carrying out designated tasks to a high standard within specified deadlines and reviewing personal progress regularly ➤ To build and maintain good working relationships ➤ Other Ad-hoc duties as directed by the Marketing Director ➤ To demonstrate an on-going willingness to learn, develop and improve ➤ To maintain a professional appearance at all times ➤ To maintain high levels of attendance and time keeping
Working Week*	Monday to Friday 9am-6pm



Candidate Details	
Skills required	<ul style="list-style-type: none">• English Language Required• Computer Literacy• Highly numerate• An understanding of confidentiality and data protection• Ability to develop and maintain relationships• Success driven• Professional communicator
Personal Qualities	<ul style="list-style-type: none">• Good organisational skills• Ability to communicate in a confident and courteous manner• Ability to work under pressure and remain calm at all times• Ability to work quickly and accurately to a high standard• Ability to manage and prioritise opportunities• Ability to meet targets• Ability to use own initiative• Willingness to take on new tasks and learn
Qualifications Required	Degree in Telecoms, IT or Computing or Business Administration or Marketing or similar