

## 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 &amp; other products.</p> <p>Key Job Responsibility</p> <ul style="list-style-type: none"><li>• Business:<ul style="list-style-type: none"><li>o Consulting Customer on Revenue enhancement</li><li>o Develop/define &amp; implement marketing programs/campaigns to enhance service penetration &amp; increase revenues for the Customer</li><li>o Identify and make recommendations for actions to improve campaign performance to drive incremental revenue</li><li>o Lead weekly &amp; monthly performance reviews with the Product &amp; CVM Heads</li><li>o Study market requirements on an on-going basis to identify opportunities for incremental revenues.</li><li>o Track competitor activities in various domains, create &amp; flash outcome oriented reports and dashboards.</li></ul></li><li>• Team handling &amp; collaboration:<ul style="list-style-type: none"><li>o Spearheading a team of professional (from analytics, consulting team &amp; operations) to drive customer value management strategies and operations leveraging Comviva's Platform</li><li>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&amp;D teams for deploying new modules leveraging the complete ecosystem</li></ul></li><li>• Relationship management:<ul style="list-style-type: none"><li>o Managing relationship with Customer CVM/Product Heads, CVM Team along with their BI Teams</li><li>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</li></ul></li><li>• Others:<ul style="list-style-type: none"><li>o Negotiate, agree and maintain &amp; monitor Service Level Agreements with the Customer within unit's policy guidelines.</li><li>o Support Finance to ensure all invoices are raised on time and provide onsite support for payment receipt.</li><li>o Manage product release updates</li></ul></li></ul>
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"><li>• Telco CVM knowledge &amp; experience is mandatory,</li><li>• Experience in telecom Marketing/business operations &amp; Customer delivery management,</li><li>• Sharp analytical skills, telecom business acumen &amp; ability to interpret &amp; translate Customer insights into actionable revenue generating programs,</li><li>• High degree of comfort with MARTECH &amp; digital technologies – ability to leverage these technologies for business growth.</li></ul> <p>Behavioral:</p> <ul style="list-style-type: none"><li>• Excellent problem solving and analytical skills combined with a strong business acumen,</li><li>• Ability to understand technical nuances and work with cross functional teams to anticipate &amp; resolve issues,</li><li>• Bias for action and can break down complex problems into steps,</li><li>• Excellent collaborator</li><li>• Effective team leader</li><li>• Excellent verbal and written communication skills, interpersonal skills</li></ul>
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

