

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

