

Infobip
Carrier Relations
Belgrade / Novi Sad

Infobip is a world leader in mobile messaging. We pride ourselves on our ability to provide specialized messaging products and solutions to operators worldwide.

Our entire portfolio is designed in-house and draws on our extensive experience, taking into account specific requirements of our clients and partners. Our regional approach coupled with our dedicated development resource enables us to provide operators worldwide with carrier-grade quality, reliability and flexibility. For more information, visit our corporate web site at www.infobip.com.

As our business expands, we are seeking to recruit new members to join our team of enthusiastic and committed **Carrier Relations** experts. As part of this team you will be at the forefront of telecommunication developments and responsible for promoting Infobip as a key partner to operators globally.

Responsibilities include:

- Presentation of telecommunication services and solutions to mobile and fixed operators
- Management of the entire customer acquisition process, from first contact to last meet
- Undertaking contract and commercial negotiation at all levels
- Analysis of competitors and market intelligence activities
- Obtaining customer feedback and contributing to idea and innovation workshops
- Providing support to colleagues and participating in product training sessions and exhibitions
- Ensuring achievement of company objectives and targets

Qualification for the position requires:

- Written and spoken fluency in English
- A proven track record in sales and customer relations
- A sound understanding of the general telecommunications market
- Strong verbal presentation and written communication skills
- Ability to adapt to change, work on your own initiative and as part of a team
- Excellent organisational skills
- Familiarity with the MS Office package
- Other languages a definite advantage

At Infobip, we encourage our people to excel by rewarding teamwork and initiative. We invite enthusiastic, committed and hard working individuals to join our dynamic company.

HOW TO APPLY: All applicants are required to send a full English CV and an application letter to careers@infobip.com telling us why you feel that you are suitable for this challenge.