

**Infobip**  
**Carrier Relations (Technical)**  
**Belgrade / Novi Sad**

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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](http://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:**

- Preparation of forecasts and presentation of service proposals
- Managing operator relations, analysing service delivery and identifying business needs
- Recognising new product / solution opportunities and presenting coherent business plans
- Undertaking contract and commercial negotiation at all levels (inc. submission of tenders)
- Analysis of competitor and market intelligence activities (inc. identification of key trends)
- Providing support to colleagues and participating in product training sessions and exhibitions
- Ensuring achievement of company objectives and targets

**Qualification for the position requires:**

- Fluency in both verbal and written English
- A proven track record in business analysis and customer relations
- A sound understanding of the global telecommunications market
- An overall knowledge of the technical operations and standards active within telecommunication networks
- A proactive and forward-thinking mentality, willing to promote new ways of working
- 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
- Other languages an 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 [john.bannister@infobip.com](mailto:john.bannister@infobip.com) telling us why you feel that you are suitable for this challenge.