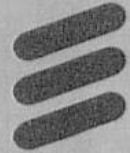


# ERICSSON



## TAKING YOU FORWARD

Ericsson is a world-leading provider of telecommunications equipment and related services to mobile and fixed network operators globally. Over 1,000 networks in 140 countries utilize our network equipment and 40 percent of all mobile calls are made through our systems. Ericsson firmly believes that communications should be available and beneficial to all.

Ericsson in Bangladesh has achieved a strong market position with all GSM operators and the fixed-line operator BTTB. We believe that the telecom market will continue to have strong growth in Bangladesh.

In order to maximize the potential of this market in Bangladesh, we need committed and performance-driven individuals to be part of our exciting team and are looking for candidates for the following positions:

### Services Sales

#### Service Account Manager

##### We are looking for:

Experienced professionals who would report to the Services Sales Manager and be responsible for:

- Expanding the service sales portfolio - opening up new possibilities for Ericsson's services in the Bangladesh market
- Developing/introducing new services to the market in accordance to the business needs
- Achieving stretching service sales objectives/targets within a given time frame
- Identifying/developing, driving and securing business opportunities
- Establishing services account-plan and budget for each customer account
- Effectively participating in service contract negotiations

##### You should have:

- A degree in Communication/Electrical/Mechanical Engineering
- 2 years of experience in business development/sales of consultative services
- 3 years of experience in the IT/Telecommunications industry in handling sales and after-sales activities for both hardware and network services e.g. Spare Parts Replacements/Management etc.
- Effective communication, negotiation & selling skills
- The ability to prioritize and manage multiple assignments

#### Network Consulting Specialist

##### We are looking for:

An experienced professional who would report to the Services Sales Manager (SSM) and be responsible for:

- Leading and enhancing the sales support towards the Bangladesh accounts and end customers
- Assisting SSM in preparing budgets during RFI/RFQ processes and other performed NC processes
- Identifying and driving network optimization, design opportunities along with the existing customers in Bangladesh
- Establish a Network Consulting (NC) sales strategy
- Assist Key Account sales team to negotiate contract & price, prepare price models and quotations
- Overall coordination of sales opportunity list
- Securing profitability in all NC proposals
- Enhancing relationship with local customers

##### You should have:

- A degree in Communication/Electrical/Mechanical Engineering
- 2 years of experience in business development/sales of consultative services sales
- 3 years of experience in the IT/Telecommunications industry in managing Network Consulting and Network Support Services.
- Effective communication and negotiation skills
- The ability to prioritize and manage multiple assignments

#### Customer Support Specialist

##### We are looking for:

An experienced professional who would report to the Services Sales Manager (SSM) and be responsible for:

- Driving the business and generating new opportunities
- Handling all the crucial commercial activities related to Customer Support within a particular market unit
- Preparing business cases and assisting SSM in technical sales planning
- Identifying and exploring new customer support opportunities
- Playing a pivotal role in preparing proposals on service description/pricing etc.

##### You should have:

- A degree in Communication/Electrical/Mechanical Engineering
- 2 years of experience in business development/sales of customer support services
- 3 years of experience in the IT/Telecommunications industry in managing and handling customer support services
- Effective communication and negotiation skills
- Good influencing skills
- The ability to prioritize and manage multiple assignments

#### Network Rollout Specialist

##### We are looking for:

An experienced professional who would report to the Services Sales Manager (SSM) and be responsible for:

- Driving the business and generating new opportunities
- Handling all the crucial commercial activities related to Network Rollout within a particular market unit
- Preparing business cases and assisting SSM in technical sales planning
- Identifying and exploring new opportunities
- Playing a pivotal role in preparing proposals on service description/pricing etc.

##### You should have:

- A degree in Communication/Electrical/Mechanical Engineering
- 2 years of experience in business development/sales of Network Rollout services
- 3 years of experience in the IT/Telecommunications industry in managing civil works, site erections, site acquisitions etc.
- Effective communication and negotiation skills
- Good influencing skills
- The ability to prioritize and manage multiple assignments

#### Services Sales Training Executive

##### We are looking for:

An experienced professional who would report to the Senior Executive Training and be responsible for:

- Training the services sales team in order for them to drive the business and generate new opportunities
- Preparing training need analysis for the services sales teams
- Preparing budgets and training calendar to strengthen the competence and skills of the services team
- Identifying and exploring new and cost effective training vendors
- Coordination of training venues and participants, logistics and related supports

##### You should have:

- A degree in Communication/Electrical/Mechanical Engineering
- 3 years of experience in the IT/Telecommunications industry managing training or training related activities
- Effective communication and negotiation skills
- Good facilitation and presentation skills
- The ability to prioritize and manage multiple assignments

### Technical

#### Support Engineer

##### We are looking for:

Fresh graduates/experienced professionals who would report to the Team Leader - IN/ELS Manager and would be responsible for:

- Intelligent Network Support for our customers
- Network expansion and Rollout Services
- Upgrade of nodes/services on IN platforms
- Integration and solution management of IN platforms

##### You should have:

- A degree in Computer Science/Communication/Electrical Engineering
- Good understanding of Open Platforms, TCP/IP and Datacom technologies
- Expertise of Oracle/Sybase would be considered as an added advantage
- Solaris/Unix knowledge would be considered as an added advantage
- Effective communication & presentation skills
- The ability to prioritize and manage multiple assignments

#### Solution Manager

##### We are looking for:

Experienced professionals who would report to the Solution Head and be responsible for:

- Interfacing customers on product marketing of Service Layer, Value Added Services and Intelligent Network of GSM
- Technical sales of new value added services in accordance to the customers business needs
- Analysis of product and services of Value Added Services of Bangladesh cellular market as well as global trend
- Identifying/developing, driving and securing business opportunities
- Effectively participating in tender, proposal and other pre-sales activities of Value Added Services

##### You should have:

- A degree in Telecommunication/Electrical Engineering
- 2 years of experience in Service Layer, Value Added Services or IN of GSM
- Effective communication & technical skills
- Ability to do product marketing, presentation and market analysis
- Ability to prioritize and manage multiple assignments

#### Core Network Design Engineer

##### We are looking for:

Experienced professionals who would report to the Core Network Manager and be responsible for:

- Delivering Core Network Design and performance improvement services and prepare service offerings
- Developing High Level Solution Design, Detailed Design and Implementation Documentation
- Increasing business opportunities and developing relationships with customers by having a thorough understanding of customer requirements
- Translating customer requirements into service opportunities and solutions to customers
- Providing technical support in customer discussions, presentations, workshops and respond to queries

##### You should have:

- A university degree in Computer/Electrical Engineering
- In-depth knowledge and experience in IP Networking, GSM/WCDMA switching and signaling protocols
- At least 2 years of relevant experience in the telecommunications industry
- Strong communication & presentation skills
- Willingness to be a team player with a strong customer focus
- Ability to prioritize and manage multiple assignments

### Human Resources

#### HR Manager - Organizational Development

##### We are looking for:

An experienced HR professional who would report to the HR Director and would be responsible for:

- Recruitment and resourcing
- Policies and procedures
- Designing and managing career progression paths
- Performance management
- Developing succession planning
- Driving leadership framework, culture and change management
- Compensation and benefits

##### You should have:

- A business degree from any reputed university
- 4 - 5 years experience in HR preferably in a multinational company
- Good communication and presentation skills
- The ability to prioritize and manage multiple assignments
- Right attitude and aptitude to learn, deliver and grow

### Procurement

#### Senior Executive - Procurement

##### We are looking for:

An experienced professional who would report to Head of Procurement and be responsible for:

- Procurement of third party materials and services to support customer projects
- Handling all the crucial procurement activities related to Network Rollout within a particular market unit
- Identifying opportunities and driving cost-optimization initiatives in assigned areas to deliver stringent savings targets
- Continuously identifying and exploring new sources for cost optimization
- Playing a key role in supporting Country/Market unit sourcing directives through coordinating with relevant stakeholders

##### You should have:

- A degree in Civil/Electrical/Mechanical Engineering. However, a business degree from a reputed university would also suffice
- Minimum 4 years of experience in procurement/supply chain/commercial/logistics services with a total job experience of minimum 6 years
- Experience in the IT/Telecommunications industry to be an advantage
- Effective, result-oriented and proven negotiation skills
- Excellent communication & interpersonal skill
- The ability to prioritize and manage multiple assignments

The jobs offer a competitive remuneration and benefits package, with clear career path for strong performers.

Please send your complete resume to [recruitment.bangladesh@ericsson.com](mailto:recruitment.bangladesh@ericsson.com) by 22 August 2006. Please clearly mention the name of the position you are applying for on the subject line.

Only short-listed candidates will be called for an interview.

## Join Ericsson and help us bring the wonders of communication to the world