

Job Description & Person Specification



Role: Business Development Manager
Reporting to: Commercial Director
Locations: UK
Postholder: Vacant

Company Profile

Lycamobile is a dynamic, fast growing provider of prepaid telecommunications services for consumers throughout the world. Present in 10 countries (UK, Holland, Italy, Belgium, Sweden, Switzerland, Norway, Denmark, Spain and Australia) Lycamobile is the global market leader in the ethnic market and has acquired over 6 million subscribers. Lycamobile will launch in further markets in 2010, with a mission to become the market leading global prepaid international MVNO, acquiring over 20 million subscribers by 2012.

The Role

Take full commercial responsibility for the Mobile Virtual Operator business in the defined European region, including existing country operations and new businesses developments.

Identify partnerships opportunities across Europe and within the selected countries.

Create winning bids/proposals and successfully conclude complex contract negotiations with strategic partners, mobile operators and 3rd party organizations.

Build and develop strategic relationships at "C" level with global mobile and fixed operator partners.

Renegotiate existing MVNO contracts and significantly improve commercials to deliver a profitable revenue growth in the region.

Lead the multi-cultural and cross-functional team to maximize performance across countries and ensure timely and effective delivery of the business objectives.

Person Specification

- Solid experience in negotiating contracts and closing deals.
- Good understanding of mobile operator business ideally MVNO.
- Commercially astute and agile with numbers.

- Demonstrable international perspective and comfortable to work with ambiguity.
- Tenacity and ability to deliver in an environment of rapid change.
- Managing partners, sales and marketing.

Applicants CV's should be sent by email to careers@lycamobile.com