



MEXEDIA

Fast, easy, safe.

Via di Affogalasio, 105 - 00148
Rome RM, Italy
T: +39 (06) 40060613

mexedia.com

Job Offer.

- THE BIDDER -

COMPANY NAME	VAT NUMBER	CANDIDATE REFERENCE	OPERATING AND LEGAL OFFICE
Mexedia S.p.A. S.B.	15997541006	Anuj Sethi Head of Global Sales-Messaging	Via di Affogaladsino, n 105, Roma, cap 00148

About us

Mexedia is a benefit company listed on the Euronext Growth Paris segment of the Paris stock exchange. It was founded as a company operating internationally in the sale of electronic service termination activities (voice and SMS).

Today, the Group pursues a strategic development process to present itself as a tech company specialised in delivering advanced technological services; the strategic objective is to offer its customers a complete customer experience by providing innovative, tailor-made solutions.

Mexedia developed a CXPaaS (Customer eXperience Platform as a Service) platform that offers companies services delivered in the cloud and through APIs.

This vertically structured organisation offers innovative technologies and consolidated tools encapsulated in an integrated technological ecosystem that manages all consumer-oriented communications.

The business model of Mexedia is based on two highly synergistic and complementary business units, which can multiply the cross-selling potential among the services offered: provision of voice and SMS termination services in a consolidated market, also via advanced and innovative technological tools—delivery of new-generation, multi-channel technological services.

- SEARCH -

PEC: mexediaspa@legalmail.it

Cap. Soc.: € 57.000.000,00 i.v.

P.IVA e C.F: 15997541006

REA: 1627922

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QUALIFICATION	TIPOLOGY	DURATION	RETRIBUTION
A2P Sales Manager in Eastern Europe	Full time contract	Permanent	To be defined according to experience and skills

REQUIREMENTS

REQUIREMENTS	DESCRIPTION
Experience	University degree in business, marketing, economics or similar domains
Experience	3 years+ of proven Telecom Wholesale experience in Messaging: Exchanging traffic between carriers, finding opportunities, creating Swap deals for revenue and Margin
Experience	Wide industry network and expertise to identify valuable SMS partners• Experience on Horisen SMS platform preferred but not mandatory
Knowledge	In-depth knowledge of the A2P SMS market inc. SS7 understanding and utilization, market rates, market conduct and procedures• Strong negotiation skills - Commercial minded
Knowledge	Great communication skills, communicates effectively at every level
Knowledge	Excellent analytical skills and excellent knowledge of Microsoft Excel
Knowledge	Solid grasp of English, both written and oral
Knowledge	Familiar with Finance and Accounting procedures
Skills	Team player, Target driven, Self-motivated and works well under pressure
Skills	Hands-on. Passionate. Proactive. Persistent. Creative. Gets things done & be a "doer" first

MANSIONS

Mansions	<ul style="list-style-type: none"> • Develop a new business plan by engaging with relevant market players in Eastern Europe regions• Build a sales and marketing strategy • Negotiate SMS service contracts and SLAs working closely with legal • Develop innovative and creative SMS trading strategies in order to secure USP and sustainable revenue streams • Ability to handle deadlines, understand and manage contracts • Maintaining relationship with existing customers • Create and maintain valuable wholesale traffic swap deals • Evaluate and price new deals• Buying best in class termination rates in the fields of SMS • Identify, verify and use SS7 and SMPP routes
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| | <ul style="list-style-type: none">• Act as the point of contact between the customer and Phonetime for all the sales cycle• Work closely with Routing, Finance and technical departments to enable smooth business operation• Provide support to other departments on different aspects such as: business, financial, others• Monitor performance of customer in respect of quality and costs to meet company's targets and objectives |
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PLACE OF WORK

Remote

SELECTION REQUEST

Please in confidence apply to asethi@mexedia.com. Mobile/Whatsapp: +1 416 276 6967. Skype: anujsethi1

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