

Job Description



Position Title: Value Added Services Executive (Data Services)	Location: Islamabad
Reporting to: Assistant Manager Value Added Services	Application Deadline: 28 - Feb - 2010
Career Level: <input type="checkbox"/> Officer <input checked="" type="checkbox"/> Executive <input type="checkbox"/> Assistant Manager <input type="checkbox"/> Manager <input type="checkbox"/> Director <input type="checkbox"/> Vice President	

Position Purpose

Supporting the Assistant Manager VAS operationally with regard to projects, products, programs, plans, activities and analysis related to Data & Mobile Internet services.

Education & Professional Qualification

Degree(s)/Major(s): BBA/ BSc Economics / MBA
Certification(s): Not Applicable

Experience

- More than two years of relevant experience

Key Responsibilities

- Discover and evaluate new areas and opportunities for revenue development within the Data services area
- Perform in depth analysis of the products in the Data services categories aimed at finding avenues for incremental revenue
- Coordinate with CLM / pricing teams to develop new promotions focusing on revenue enhancement from Messaging products based on analysis of usage behavior
- Manage service life cycle and devise additions and modifications on Data services for sustained revenue generation capacity
- Forecast usage on data services to ensure smooth capacity management in coordination with the Products & Platforms / technology teams
- Coordinate research activities for Data services
- Work with multiple teams to Develop & mature new ideas and concepts into commercially viable products
- Create Product requirement documents detailing the workflows and requirements from new products and from upgrades to existing products
- Coordinate with stakeholders in various departments to pursue product development as per requirements
- Coordinate with marketing / S&D / CRD teams for effective rollout and launch of services
- Work with Marketing team to develop recurrent promotion plans for services aimed at increased penetration and trial generation

Functional Skills/ Knowledge Areas

- Business Case Development
- Analytical Skills
- Microsoft Excel & Access

Interested students should forward soft copy of their CV's to cdc@iba.edu.pk latest by **February 24, 2010** till 12:00 (noon).

Note: Please mention "Resume for Telenor" in your subject line

Tabassum Jabeen
IBA, Career Development Centre
IBA, Main Campus, University Road, Karachi 75270
Phone #: 9261510 /11/12, Dir # 021-9261504
Email: tjabeen@iba.edu.pk