

Join Our Dynamic Team

At Digicel, we are looking for dynamic people to join our growing team. This fantastic opportunity is available and if you have, the ability to operate effectively in a fast paced telecommunication industry and meet the desired requirements; then we would like to hear from you.

HEAD OF COMMERCIAL, VANUATU

Main Responsibilities include:

- Developing and implementing commercial strategies according to Digicel's goals and objectives - aiming to accelerate growth.
- Conduct the required analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Understanding the requirements of existing customers to ensure their needs are being met.
- The commercial director oversees all commercial activities of an organization ensuring it maximizes all opportunities for profit generation available to it.

Job Brief:

- We are looking for an experienced Commercial Director to add value to our growth activities by identifying new commercial and marketing opportunities while at the same time keeping abreast of trends and market conditions to provide strategic advice to upper management.
- An excellent commercial director has an entrepreneurial mind-set and great leadership skills. The ideal candidate will also be a creative strategist with excellent organizational abilities.
- The goal is to promote and expand Digicel's commercial activity that will generate revenues and lead to sustainable growth.
- Implementing strategies to drive revenue and ultimately business growth.
- Carrying out risk assessment when taking on new customer accounts.
- Negotiating ongoing contracts with suppliers and customers.
- Reviewing contracts and making recommendations on commerciality.
- Interpreting market trends and adapting to industry changes.
- Management and reporting of supplier contracts and terms.
- Streamlining lead generation processes enabling sales teams to chase leads swiftly.
- Analyzing opportunities for growth via acquisition and performing due diligence.
- Implementing new sales strategies and ensuring departments follow industry best practice.
- Making commercial recommendations to upper Management.
- Setting and delivering Digicel's plan alongside other directors.
- Handling a variety of projects for the business and overseeing project management

Key Responsibilities:

- Develop and implement commercial strategies according to Digicel's goals and objectives aiming to accelerate growth
- Conduct the required analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Understanding the requirements of existing customers to ensure their needs are being met
- Act to acquire new customers and manage client relationships (new and existing)
- Collaborate with and coordinate diverse teams (marketing, sales, customer service etc.)
- Build and maintain profitable partnerships with key stakeholders
- Monitor performance of commercial activities using key metrics and prepare reports for senior management
- Assist in setting financial targets and budget development and monitoring

Requirements:

- Proven experience as commercial director or other relevant role
- Proven experience in sales and/or marketing and managing relationships with key clients
- In-depth understanding of market research methods and analysis
- Solid knowledge of performance reporting and financial/budgeting processes
- Commercial awareness partnered with a strategic mind-set
- Excellent organizational and leadership skills
- Outstanding communication and interpersonal abilities
- Strong entrepreneurial skills and a natural ability to spot opportunities for revenue generation.
- Natural leader of people with excellent managerial and motivational skills.
- Relevant industry experience and in depth knowledge of the market.
- BSc/BA in business administration, finance or relevant field; MSc/MA is a plus

Express your interest for the above roles via Digicel's Careers Page @ <https://www.digicelgroup.com/en.html>, no later than **5pm Saturday 16th October 2021**. All applications must be attached with a cover letter, most recent resume, referee details and copies of required qualifications.

Applicants must apply online via Digicel Website/Careers Page. Hard copy applications or applications sent via emails to Elizabeth.Leodoro@digicelgroup.com

Digicel Vanuatu Limited is an Equal Opportunity Employer.

