

CAREER OPPORTUNITIES

Opportunity to join the Senior Executive Team of Vodafone Vanuatu

Vodafone Vanuatu is the leading operator in the ICT sector in Vanuatu, which operates with speed, simplicity and trust to enrich people's lives by connecting them to each other and the world. We are passionate about results and excellence in all what we do. We operate in a fast paced and ever changing environment to provide challenging and rewarding careers. At Vodafone we bring the best in our people and live to our values.

Chief Executive Officer

Reporting to the Board of Directors, the Chief Executive Officer (CEO) will provide transformational leadership, strategic direction, and management for all areas of the business and support the achievement of the company's vision. The successful candidate will be responsible for fostering commitment to growth and long-term viability through development and execution of strategic plans, undertake technological advances and encouraging innovation across the organization.

Key Duties and Responsibilities

- Lead in the development and execution of Vodafone's strategy to ensure leading position in the marketplace.
- Take lead role in formulating short term and long-term growth strategies for Commercial, Technical and Administrative teams to drive growth of the business across all platforms resulting in recognizable value to the customer base and profitable business results.
- Prepare and recommend yearly budget for Board approval and effectively manages organization's resources within those budget guidelines according to current laws and regulations.
- Achieve key operational metrics.
- Promote a corporate culture that values and consistently demonstrates excellent customer service, innovation, passion and teamwork.
- Develop and maintain a high performing team, engendering pride, and loyalty.
- Work closely with Group companies and Regional Office to achieve synergies and efficiencies.
- Present to the Board and Group Management company updates, strategic and implementation plans that facilitate the achievement of performance targets.
- Develop and manage strategic government, customer, business, and community partnerships.

Requirements (Education, Experience and Key Competencies)

- Postgraduate Qualification in Business Administration, Finance, Engineering, Computer Science or other related discipline, MBA preferred.
- 10 or more years' experience in a management role. Must be a current or former operational executive.
- A proven track record of exceptional performance in a competitive and preferably a technology oriented business.
- Proven ability to build, manage and lead a successful team.
- Proven ability to work well with Boards of Directors and Shareholders.
- Excellent commercial and finance experience at a senior level.
- Understanding of governance frameworks, their purposes and best practice requirements.
- Ability to determine policy and compliance requirements/needs across group, assist in development, coordination, and monitoring to a best practice standard.
- Significant experience in regulated industries and implications of regulation.
- Exceptional leadership and management skills with a focus on securing strategic relationships with employees, customers, government officials, vendors, and industry partners.

Chief Commercial Officer

The primary role of the position is to advance business development opportunities, strategic planning, planning and execution of marketing communications, brand image advertising and managing people and resources with for a focus on both the consumer and corporate markets.

Key Duties and Responsibilities

- Manage all aspects of the day-to-day operations of frontline.
- Devise strategies and formulate policies to ensure business objectives are met.
- Cascade performance targets to Business Account Managers and Team Leaders within the frontline team.
- Effectively reinforce the Brand Image in the market.
- Invent advertising and promotional campaigns and manage media planning.
- Negotiate and manage relationships with wide range of business partners and corporate clients.
- Devise strategies for customer retention whilst maximizing usage.
- Effectively manage the marketing budget and provide exceptional reporting.
- Accomplish competitive growth and distribution targets.
- Design and conduct market research and ability to gather market intelligence.
- Preparation of sound business proposals and presentation to senior executives from diverse backgrounds.

Requirements (Education, Experience and Key Competencies)

- Bachelors' degree or postgraduate qualifications in business, marketing or related field.
- Five or more years of experience in marketing and client management at a strategic level.
- Interpersonal skills necessary to interact with diverse business partners, the media, the principal office overseas Group personnel, clients and staff.
- Ability to think strategically and creatively.
- Must possess the ability to quickly adapt and assimilate into a values based organization model.
- Ability to manage and lead a dynamic and highly skilled team responsible for a diverse range of products.
- A proven track record of exceptional performance in a competitive and preferably a technology oriented business.
- It is imperative for applicants to possess a genuine desire to build strong business relationships and provide superior customer experiences in all business propositions in alignment to the clients values and vision.
- Previous working experience in a company engaged in telecommunications, particularly in mobile communications would be considered as a major advantage.

An attractive remuneration will commensurate with qualification and experience. Other relevant details will be share with the successful candidate. Submit your current Resume, Copy of Transcripts /qualifications with an Application letter by **Monday 10th October 2022** to career@vodafone.com.vu If you think you've got what it takes to achieve great things in a dynamic, fast-moving, innovative and customer focused business environment, and reap the rewards of your hard work then we want to hear from you!