



thrive on an exciting
new opportunity

VACANCIES

Orange invites candidates who wish to be part of a dynamic workforce to apply for the following positions:

Hybrid & Postpaid Offers Executive

Reporting to the Offers Lead , the incumbent will be responsible for designing and animating mobile hybrid and postpaid offers and ensuring a successful launch of the offers. Furthermore, the candidate will be tasked with setting up KPIs to assess in-life performance of offers, with special focus on revenues and customer experience.

The main duties include but are not limited to:

- Implement improvement plans to boost revenues and customers acquisition
- Prepare promotions to animate offers, liaise with device vendors to negotiate best deals with Device catalogue executive
- Interact with Orange Group experts to assess and implement best practices
- Accompany the digitalization of customer interactions
- Performance analysis of current offers, proposal of simplification
- Understanding of customer needs taking into account market segmentation
- Interact with customers prior to the launch before approving communication plan
- Secure that all media are up to date with offers details (web site, flyers, social media, Orange app)
- Relevant positioning compared to competitors and other offers in Orange portfolio
- Provide migration plan for old offers to new offers
- Action plan to boost sales, revenue and customer satisfaction

Qualifications and experience:

- Degree in Marketing or Business Administration
- Minimum experience: 2 years in the marketing field

Skills:

- Strong experience in Marketing
- Good interpersonal skills
- Quantitative and qualitative surveys: ability to report and analyse the voice and behaviour of the customer
- Organized and rigorous
- Creative and proactive
- Ability to deliver and work under pressure
- Computer literate (MS Office)
- Ability to innovate

Device Portfolio Animation Coordinator

Reporting to the Offers and Devices Manager , the incumbent will be tasked with securing end to end activities impacted by device portfolio management, including: offer and price definition, go to market, stock management, promotions, and overall internal and external animation.

The main duties include but are not limited to:

- Define a clear strategy for device portfolio management, propose a yearly roadmap and a quarterly portfolio

- Take into account the sales and offers mix, and set up measurable targets in revenues, costs and stock levels to achieve strategic ambition
- Make sure processes are well documented and applied across the company, including order management, replenishment, reporting.
- Oversee the implementation, update and analysis of all Device Marketing Dashboards and KPIs on a weekly and monthly basis, including Sales mix and Offer mix, propose recommendations and action plans to improve on KPIs.
- Monitor constant update of competitive watch.
- Provide insightful recommendations to better optimize portfolio management and stock levels across channels and offers.
- Coordinate marketing contributions to yearly marketing plan and strategic plan, as well as all budget exercises.
- Liaise with vendors and local resellers to optimize costs, consignment conditions or and delivery deadline, to run joined activations, or to negotiate marketing funds to better promote their devices.
- Supervise activations and promotions around devices, as well as communication strategy around devices.
- Prepare ad-hoc strategic analysis when needed on some device related topics, including diagnosis, benchmark (local and international), best practices and recommendations.
- Manage a team composed of Device marketing executive. Cooperate closely with Pricing analyst.

Qualifications and experience:

- Degree in Marketing or Business Administration
- Minimum experience: 3 years in the marketing field

Skills:

- Strong experience in Project management
- Analytical skills
- Profitability analysis
- Good leadership and interpersonal skills
- Organized and rigorous
- Knowledge of devices and / or telco environment
- Ability to deliver and work under pressure
- Computer literate (MS Office)

Interested candidates who meet the minimum requirements can submit their applications, updated CV and certified copies of their academic certificates to: jobsbw.obw@orange.com

The subject window on email should only contain the title of the position being applied for.

Closing date: **22nd June 2016.**

Kindly note, that Orange Botswana shall only correspond to short - listed candidates.