

At Infobip we dream big. Last year, over half of the world's population interacted with businesses through the Infobip platform. And we are just starting. By 2018 we want to interact with every mobile user on the earth. Join our team in creating and nurturing business relationships with some of the world's leading companies.

SUCCESS MANAGER - OPERATOR PARTNERSHIPS

(Sarajevo)

Operator Partnerships department is in charge of Infobip's global connectivity that allows our clients to interact with their customers on a global scale. With 300+ connections with global mobile network operators, we want to strengthen collaboration with our connectivity partners and allow our clients to use full potential of our platform.

You know you are doing a good job when:

- You enable clear and professional communication between Infobip's connectivity partners and internal teams that results in empowering our business relationships
- You have an excellent overview of telco industry trends and you are feeding market information into other departments
- Our internal and external stakeholders recognize your analysis and reports as an asset for creating strategic decisions
- You are able to handle legal requirements, documentation, services specifications etc.
- You have full understanding on Infobip's products and solutions and you are able to up-sell existing partners for new Infobip's services
- You know how to negotiate new sales agreements that will turn into long-lasting relationships

More about you:

- You have a degree in IT, business administration, sales or marketing
- You speak fluently to clients, partners and colleagues alike, and have great command of English.
- You have strong analytical skills and passion towards technology
- Your knowledge of MS office package is great, and you enjoy conducting market research
- You are not afraid to engage in sales process and negotiations
- You are very organized and have a track record of completing your tasks in time while paying strict attention to details.
- You are able to present products and ideas with ease, confidence and persistence
- You enjoy traveling to foreign countries, even for a longer period.

When you become a part of Infobip you can expect:

Professional development – Challenging tasks and great career development opportunities.

Great environment – Team spirit, passion, creativity and persistence are the drivers of our company.

Awesome clients - We serve and partner with the majority of the leading IT companies, mobile operators, OTTs, brands, banks, social networks, and many more.

Compensation & benefits – Competitive salary, covered travel expenses, local gym membership, free group sports sessions, coffee, healthy snacks and beverages in the office.

- Company apartments and cars at your disposal for business trips and long term assignments.
- All the IT Equipment for your needs! We have a special team taking care of your equipment needs.
- Summer Connect Conference – internal conference which gathers Infobippers from all over the globe.
- Team Buildings for each team, department and office.
- Recommendation Rewards - if a colleague you recommended for a position is hired, you are rewarded too!

SEND US YOUR APPLICATION AND SHARE YOUR HR STORY.

Share with us your expectations from a work environment that will drive your passion and motivate you to be your best. Visit our website and apply for this position on the following [link](#). If you have any questions feel free to contact us on careers.bih@infobip.com.