



Job Description & Person Specification

Role: Commercial Executive
Reporting to: MVNO - Commercial Manager
Location: London
Postholder: Vacant

Company Profile

Lycatel is a dynamic, fast growing provider of prepaid telecommunications services for consumers and businesses throughout the world. Present in 17 countries, Lycatel is the global market leader in the calling card market, distributing 15 million calling cards per month through 300,000 retailers, and having a turnover of over US\$1 billion last year. In 2006, Lycatel launched Lycamobile, an international MVNO – Mobile Virtual Network Operator (offering own branded SIM cards). Since launch, Lycamobile has acquired over 4 million subscribers and is present in UK, Holland, Belgium, Sweden, and Switzerland.

The Role

The multi-lingual Commercial Executive will assist the Commercial Manager in negotiating, launching, and managing MVNO operations in ALL countries of Europe and beyond.

Job Description

- Reporting to the MVNO - Commercial Manager.
- Liaising with MNO and interconnect partners.
- Arranging formal translation of documents from agencies – doing quick verbal translations where necessary/possible.
- Project managing certain long projects.
- Coordination with the different departments towards reaching daily objectives.
- Carrying daily operational activities – ensuring timely receipt of reports from operations teams.
- Involvement in some marketing activities in business development process.
- Analysing business data and interpretation to provide useful information to Management.
- Seeking out new business ventures.
- Being a brand ambassador of the company.
- Arranging and attending core business meetings as part of the business growth.
- Enhancing and maintaining good business relationship with internal and external parties.

Person Specification

- Strong communication skills required, face to face and over the telephone
- Previous experience in sales/negotiation is a must.
- European language skills are highly desirable – especially Spanish
- Salary £18,000 to £25,000 (depending on experience)

Please apply with a CV and covering letter to: careers@lycamobile.com