



Operator Relations Manager, 50000 грн.

📍 Київ, 🕒 14 квітня

Компанія: [Sempico Solutions Group LTD](https://jobs.ua/company/id/1636902) (https://jobs.ua/company/id/1636902) ([Всі вакансії](#))

Рубрики: [IT, WEB фахівці](#), [Офісний персонал](#)

Побажання до співробітника

Освіта: не має значення
Досвід роботи: обов'язковий
Графік роботи: повний робочий день

Опис вакансії

Sempico Solutions is an innovative international Telecommunication player providing customers with different telecom services such as: A2P, P2A SMS services, offering omnichannel communication with end users, as well as proprietary software. We are currently looking for an Operator Relations Manager.

What we offer:

- The opportunity to work remotely.
- Flexible working hours, Monday to Friday from 9:00 AM to 6:00 PM (including 1 hour for lunch).
- Competitive salary with a base rate plus a bonus component.
- Step-by-step adaptation to the role.
- Paid internship.
- Career development opportunities.
- The chance to improve your English language skills.
- Opportunities to attend international conferences.
- A cohesive team of responsible and hardworking colleagues who are progressive and friendly. We value common sense and a sense of humor. No formalities — everyone is on a "first-name" basis here.

Requirements for the position:

- Fluent in Ukrainian, English — at least B2 Upper Intermediate level (both oral and written communication).
- Proven sales skills and results.
- Ability to articulate thoughts clearly, especially in written communication.
- Responsibility, honesty, and punctuality.
- A strong sales skills, negotiation experience, and the ability to establish long-term relationships.
- Structured thinking, high level of self-organization, attention to detail, excellent communication and teamwork skills.
- Motivation to develop and results-oriented.
- Must have a reliable power supply — our work requires being always online, with a charged device and internet connection, regardless of power availability!

Responsibilities:

- Manage and develop partnerships with telecommunications operators and providers worldwide.
- Serve as the primary point of contact for existing operator partners on technical and commercial matters.
- Negotiate contracts, interconnection agreements, and pricing models with telecom operators.
- Monitor the quality and effectiveness of services provided, ensure compliance with SLA terms.
- Collaborate closely with colleagues from technical and financial departments to ensure efficient launch and development of partnerships.
- Analyze traffic, volumes, and performance reports to optimize routes and costs.
- Identify new business opportunities and expand the network of operator partners.
- Monitor telecommunications market trends, regulatory updates, and technological innovations.
- Resolve disputes, handle escalations, support billing and reconciliation processes.
- Ensure clear communication and respond promptly to inquiries.
- Search for direct routes from telecom operators worldwide.
- Participate in specialized exhibitions and conferences, representing the company on the international stage.

Контактна інформація

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