

International Voice Commercial Manager

Job purpose

Drive XC's minutes termination service offering. This is an exciting opportunity to own the pricing and commercial management of different elements of the XC international voice termination services.

Main Duties and Responsibilities:

Manage vendors and routing, involving bilateral commercial negotiation and quality monitoring. Make real-time purchasing and pricing decisions based on analysis of costs and customer requirements.

Work with sales team to respond to customer bids and day to day requirements.

Understand the international market, pricing levels within it and ensure that XC is in line with these.

Anticipate market moves effectively by identifying shifts in pricing, new terminators etc....

Work with product team on the service definitions and development requirements.

Work with the Operations team to ensure that billing, rating and routing are being effectively managed.

Set guidelines for the routing of international traffic maximising the mix of cost, quality and route stability.

Review the commercial impact of the service on the business and where required enhance its' profitability (eg through margin changes, deal structuring.....)

Analyse the daily buying report showing carriers being used, quality statistics, traffic volumes.

Analyse the daily sales report showing which customers are buying which routes, at what margin and quality.

Experience/Knowledge required

Excellent detailed knowledge of Excel and spreadsheet analysis.

Detailed knowledge of the UK national and international carrier voice market, preferably from a wholesale perspective.

Good understanding of IP technologies and the part they play in the voice market.

Experience in a commercial environment with demonstrable success in commercial analysis.

Able to provide clear external and internal communication of commercial propositions.

Good understanding of financial analysis techniques used in standard business cases.

Functional/Technical Skills

- Excellent analytical skills
- Accuracy and attention to detail
- Good interpersonal skills
- Customer orientation
- Team player
- Fluent English plus additional language preferable
- Degree level desirable