

Project Overview:

- Our Firm, with its European technology partner, offers telecommunication operators custom, innovative solutions and services that allow the operators to better understand the needs and unmet needs of their customers at the micro-market level
- Operators are able to reduce CHURN, improve ARPU (Average Revenue Per User), increase loyalty/ wallet share, and test and develop new services
- Our Firm is seeking consultants who can help our clients develop and market innovative offers (leveraging the enhanced customer insights), streamline their processes, and build their team and capabilities (e.g., data analysis) to support the fast pace campaign activities (i.e., weekly “Below-The-Line” offers targeting micro-markets)

Role:

- Possess full ownership for assigned work products, including working and facilitating problem solving with responsible client team members on a day-to-day basis
- Leverage support from full time, experienced Project Manager, as and when required
- Work with a team of 2-4 high caliber subject matter experts and/or consultants to deliver work products to our clients (e.g., assessment/ diagnostics, implementation proposal/roadmap, implementation project management)

Qualification:

- Experience in
 - Market Research & Strategic Planning, Customer Insights/ Segmentation Analysis, and/ or Customer Lifecycle/ Relationship Management
 - Telecommunications, FMCG, and/ or Process & Organizational Consulting
- 2+ years’ relevant work experience; exceptions will be considered for very strong candidates
- Eagerness to learn and develop new expertise and capabilities
- Minimum Bachelor’s degree
- Willingness to work/ travel within Asia

Application process:

- Email application to *HRD2009H1@gmail.com* with:
 - **Cover letter** detailing your interest in the position and how you can contribute
 - **CV/ Resume**
 - Firm will contact all short-listed candidates for an interview
 - Any inquiries/ follow-up should be directed to *HRD2009H1@gmail.com*
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About Our Firm:

- We work with our clients to identify potential areas where our expertise can help them achieve their strategic goals in an accelerated manner
- In these areas, we can help our clients:
 - (a) Translate the strategy into a clear execution-oriented roadmap with measurable milestones and requirements,
 - (b) Accelerate the implementation and/or capability building, or
 - (c) Project manage and facilitate the achievement of results
- Our primary objective is to ensure that our clients achieve their strategic goals in the most rapid timeframe, within the unique constraints of their situation, through leveraging the rich experience-based expertise of our team and partner network
- As a deliverable, our clients enjoy enhanced people, process, and technology capabilities to support their strategic activities