

New Vacancy

For Munich office

Expect more?

TynTec is a mobile messaging service provider, offering powerful SMS functionality to operators, enterprises, aggregators, ISPs and message resellers. Through partnerships with mobile operators the company has unique, multiple points of access into the deep level (SS7) mobile telecoms network, enabling it to offer a new level of quality in messaging services. TynTec works with a wide range of mobile operators and major global businesses including O2, T-Mobile, Accenture, British Airways and Google. We are looking for the following role:

Partner Account Manager based in Munich

Main Accountabilities

- Maintain daily contact with our partners and with international Mobile Network Operators.
- Partner contract management, with specific work in Service Level Management, cost analysis, partner qualification and development, partner performance management and complex negotiations.
- Conduct partner performance evaluations and KPI Reporting.
- Defining and solving problems and issues in a creative or innovative way, drive de-escalation of issues by negotiating solutions.
- Analyse revenue stream depending on partner related pricing and conditions.
- Participate in negotiations with key accounts, including negotiations on cost, terms, and conditions.
- Deputy Team Lead



The ideal candidate should have the following profile:

- Senior Manager with 4-6 years experience in a service related industry, such as telecommunications, Internet Service Provider, b2b service providers, Consulting or similar environments.
- Experience in Key Account Management, Business Development, Partner Relationship Management, or similar roles and responsibilities. Experience in GSM Roaming Management is a plus.
- Analytical mind with structured work approach and distinctive problem resolution skills.
- Interest in technology and willingness to understand complex technical background of telecommunications business.
- Sensitivity to work in a multi-cultural environment.
- Fluent written and spoken English is a must; experience in working with English legal documents is a plus.
- Entrepreneurial person with excellent negotiation, interpersonal and communications skills.
- Highly self-motivated and very team-oriented attitude.

The package

- A professional, international and exciting environment
- Challenging and diverse projects
- Excellent career development opportunities
- Distinctive team spirit
- A competitive salary (fixed and variable elements)

Start of Employment: As soon as possible.

If you are interested in working in an environment where ownership, pragmatism, teamwork and open mindedness are amongst the core values, then we welcome you to explore the opportunities at TynTec. Please send your CV and covering letter to [Sabine Delorme \(delorme@tyntec.biz\)](mailto:delorme@tyntec.biz).

Please include 'Partner Account Manager' in the title of your Email.

Contact Details

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