

Eser Telekom ([www.esertelekom.com.tr](http://www.esertelekom.com.tr)) , active since 1978, provides international wholesale voice & SMS, satellite broadband and next generation telecommunication services in local and international markets. As the biggest alternative telecom operator of Turkey, at current services provided, Eser Telekom is looking for new team members to work at our Istanbul office. All applications with a detailed resume in English should be sent to: kariyer@esertelekom.com.tr

1. **Sales Account Manager**

**Job Description**

* Manage day-to-day requirements of existing accounts that are local and international telecom operators, carrier companies, SMS aggregators.
* Increase revenue and margin thru proactive trading and deal negotiations with these accounts
* Negotiate favourable rates with existing accounts to achieve and exceed sales targets
* Manage, review and finalize NDA and commercial agreements with new accounts.
* Search for and acquire new market information at other countries to grow the business volume
* Daily reporting,analysis and cost calculations
* New business development
* Work closely with Sales colleagues and other departments within Eser Telekom team to meet global customer requirements.
* **Job Requirements**
* Degree holder in Business Administration, International Relations, International Trade, Marketing or related discipline
* Experience in international wholesale Voice and SMS carrier business is highly preferred
* Motivated, goal oriented, persistent and a skilled negotiator
* Basic understanding and creation of Financial Models and profitability
* Ability to analyse cost variances and trends
* Proficient in all aspects of Microsoft Office applications.
* Fluency in English is a MUST
* Any other language (Arabic, French, Russian) is a Plus
* Exceptional negotiation, problem solving and analytical skills.
* Excellent communications skills, both verbal and written.
* Ability to work in a fast paced environment.
* MUST be able to travel locally and internationally
1. **NOC Engineer**

**Job Description**

* Monitoring configuration and performance of vendor solutions.
* Monitoring real-time VOIP and SMS traffics,
* Monitoring performance statistics for all network elements.
* Daily and/or weekly reporting to senior engineers & directors
* Assisting senior engineers at establishing new interconnections with other telecom service providers

**Qualifications**

* BS/MS degree in Telecommunication, Electronics or related field
* At least 1 years of experience in Telecommunications industry.
* Good knowledge with network elements such as Soft Switches, Media Gateways, Session Border Controllers
* Good knowledge of IP networks, Unix, routing, media protocol (RTP/RTCP)
* Good knowledge in TDM and VoIP protocols and related technologies such as SIP,ISDN, RTP/RTCP, and SS7 (C7)
* Good knowledge in SMS protocols and related technologies such as SMPP and SS7 (C7)
* Excellent communication skills.
* Exceptional negotiation, problem solving and analytical skills
* Excellent command of verbal and written English

Başvuru ve iletişim : **kariyer@esertelekom.com.tr**