

CEB FiberNET

Post : Business Development Executive

Duties and Responsibilities

- To provide assistance in the development of :
 - strategies and roadmap for CEB FiberNET's national and international fiber optics network;
 - business cases with key assumptions, planned ROI and risks with associated implementation plans,
 - a product portfolio.
- Support identification of opportunities for business development by analyzing current resources, market size and growth potential.
- Identify development initiatives including transmission systems, processes and organizational structures needed to build and maintain these strategies.
- Drive the implementation of these initiatives including processes and project plans.
- Build and manage client accounts.
- Engage with stakeholders from a strategic to operational level and providing cross-functional leadership.
- Research market and industry trends in fiber optics and carrier networks.
- To perform any other cognate duties.