



Indigenous.Link

Canada's fastest growing Indigenous career portal, Careers.Indigenous.Link is pleased to introduce a new approach to job searching for Indigenous Job Seekers of Canada. Careers.Indigenous.Link brings simplicity, value, and functionality to the world of Canadian online job boards.

Through our partnership with Indigenous.Link's Diversity Recruitment Program, we post jobs for Canada's largest corporations and government departments. With our vertical job search engine technology, Indigenous Job Seekers can search thousands of Indigenous-specific jobs in just about every industry, city, province and postal code.

Careers.Indigenous.Link offers the hottest job listings from some of the nation's top employers, and we will continue to add services and enhance functionality ensuring a more effective job search. For example, during a search, job seekers have the ability to roll over any job listing and read a brief description of the position to determine if the job is exactly what they're searching for. This practical feature allows job seekers to only research jobs relevant to their search. By including elements like this, Careers.Indigenous.Link can help reduce the time it takes to find and apply for the best, available jobs.

The team behind Indigenous.Link is dedicated to connecting Indigenous Peoples of Canada with great jobs along with the most time and cost-effective, career-advancing resources. It is our mission to develop and maintain a website where people can go to work!

Contact us to find out more about how to become a Site Sponsor.

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Job Board Posting



Careers.Indigenous.Link

Date Printed: 2024/05/06

Carrier Relations Manager, Voice Trade Desk

| | | |
|--------------------|---|-------------------------|
| Job ID | 231122-en_US-1337 | |
| Web Address | https://careers.indigenous.link/viewjob?jobname=231122-en_US-1337 | |
| Company | Bell | |
| Location | Scarborough, ON | |
| Date Posted | From: 2019-05-21 | To: 2050-01-01 |
| Job | Type: Full-time | Category: Miscellaneous |

Description

Req Id: 231122

At Bell, we do more than build world-class networks, develop innovative services and create original multiplatform media content – we’re revolutionizing how Canadians communicate.

If you’re ready to bring game-changing ideas to life and join a community that values bold ideas, professional growth and employee wellness, we want you on the Bell team.

Our Bell Business Markets team enables the digital transformation of businesses and governments nationwide through solutions in areas including Internet and private networks, voice and unified communications, contact centre, security, Internet of Things, data centre and cloud. We’re proud to be Canada’s leading provider of broadband network and communication services for businesses and governments. Name and description of the hiring department: Bell Wholesale provides national and international customers including inter-exchange carriers, local exchange carriers, wireless service providers, resellers, ISPs, telcos and cablecos industry leading voice, broadband and IP solutions across Canada and to key points in the United States. The Carrier Relations Team is responsible for supporting Bell's purchasing requirements in Canada and Internationally. The team negotiates rates, service levels and sourcing contracts for a variety of products and services. The Voice Trade Desk is a group within Carrier Relations that deals specifically with the exchange (buy/sell) of both domestic and international voice traffic. Job Duties/Accountabilities: The Carrier Relations Manager, Voice Trade Desk is responsible for all aspects of LCR routing and pricing activities Responsible for maintaining and growing revenues from our new/existing Wholesale Switched Minutes customers. This person will support the Voice Trade Desk Team in all buy/sell activities. He will conduct buy/sell calls with our suppliers/customers. This person will report to the Sr. Manager, Voice Trade Desk within Carrier Relations.

- Implement routing for all Bell Business units (Wholesale, Retail, Prepaid and Bell Mobility) and Pricing activities via LCR (Least Cost Routing) tool
- Execution & maintenance of destination level routing and voice trading
- End to End pricing activities (rack rates and special pricing for all traffic plans)
- Engage with internal support groups to address system, routing and data issues in addition to being prime for activities related to LCR upgrades
- Perform near-real time analysis to ensure margin and quality parameters are maintained
- Monitor Capacity with vendors and realign routing to maximize network use Focus on reducing COGS while maintaining quality through rates negotiations with our vendors
- Support and grow switched minutes revenues from existing and new customers by executing on Routing and implementing pricing activities
- Work in close co-operation with Sales & Bilateral Teams by providing input in establishing routing and competitive pricing for customers
- Execute strategies for International Voice Service established by Sr. Management

Critical Qualifications/Competencies:

- University degree in business administration and/or marketing, or equivalent experience
- Varied Telco experience and product/business knowledge
- Knowledge of Sales techniques - Sales experience – 5 years in a face-to-face sales position
- Aptitude to learn and design new process to gain greater operational efficiencies
- Ability to multitask and prioritize in a fast paced/time sensitive environment
- Strong analytical, problem solving ability – questioning and analysis
- Knowledge of Excel Intermediate: Create and assess product databases and reports using V-lookup, filters and pivot tables
- Knowledge of international network routing and quality metrics as it pertains to voice traffic
- Excellent listening skills – Quickly understand the needs of both internal and external customers
- Spoken English – Fluent as the majority of international business is conducted in English
- Excellent oral and written communication skills
- Very strong interpersonal/communication skills

Preferred Qualifications/Competencies:

- Expertise/Knowledge of the wholesale marketplace (specifically switched minutes)

Working Conditions:

- Full time in the office with occasional travel for customer visits/conferences as necessary
- Ability to travel internationally (specifically United States) as required

#LI-ML1 Bilingualism is an asset (English and French); adequate knowledge of French is required for positions in

Quebec. Additional Information: Position Type: Management

Job Status: Regular - Full Time

Job Location: Canada : Ontario : Mississauga || Canada : Ontario : Ottawa || Canada : Ontario : Scarborough || Canada : Quebec : Montreal || Canada : Quebec : Verdun

Application Deadline: 05/22/2019; Please apply directly online to be considered for this role. Applications through email will not be accepted. At Bell, we don't just accept difference - we celebrate it. We're committed to fostering an inclusive, equitable, and accessible workplace where every team member feels valued, respected, and supported, and has the opportunity to reach their full potential. We welcome and encourage applications from people with disabilities. Accommodations are available on request for candidates taking part in all aspects of the selection process. For a confidential inquiry, simply email your recruiter directly or recruitment@bell.ca to make arrangements. If you have questions regarding accessible employment at Bell please email our Diversity & Inclusion Team at inclusion@bell.ca. Created: Canada, ON, Scarborough

Pour plus d'informations, visitez Bell pour Carrier Relations Manager, Voice Trade Desk