What does it take to be successful in this role?

Every OPM is responsible for the representation of Infobip’s solutions from a technical and commercial standpoint. A successful candidate will be responsible for the sustainability of relationships with mobile and fixed operators and necessary negotiations with other involved parties.

Here is what the first year will be like:

- After completing the initial training, you will continue learning about the products in a technically challenging environment and under close supervision of your mentor.
- Analysing competitors and market intelligence activities.
- Gathering a hands-on experience by participating in meetings alongside senior OP managers.

Your responsibilities will progress towards:

- Identifying business opportunities in the messaging and VoIP market and providing new challenging ideas to relevant departments in the company.
- Collecting product feedback and negotiating prices with operators.
- Presenting ideas for improvement and innovation to our technical teams.
- Undertaking contract and commercial negotiations at all levels.

After year one and beyond you will have accomplished a lot but this is just the beginning. Your next task will be to take over the assigned region by becoming a single point of contact for all projects.
**Desired skills and experience:**

- Written and spoken fluency in English, other languages are a definite advantage.
- BSc in telecommunications or engineering.
- Genuine interest in research and technology.
- Strong verbal presentation and written communication skills.
- Excellent organisational skills with interest in research and learning new technologies.
- Experience in VoIP business and familiarity with the telecommunication and Internet protocols (SS7, SMPP, http etc.) is an advantage.

**What's in it for me?**

**Learning** - Our OPMs go through an extensive training period and are considered experts in the industry. This job is an excellent chance to grow into a negotiating superstar with exceptional knowledge of IT and telecom industry.

**Great environment** – Wonderful team spirit, creativity and persistence are the drivers of our company. We are a fast-growing international company and you will be in the centre of it all.

**Mobility** – Opportunity to embark on exciting business trips to help our clients and partners achieve market leadership.

**Benefits & Compensation** – We strive to provide a competitive benefits package that meets the needs of our employees and our business model.

**Awesome clients** - We serve and partner with the majority of the leading mobile operators, OTTs, brands, banks, social networks, aggregators and many more.

*Send your request to [career@ibu.edu.ba](mailto:career@ibu.edu.ba) to find out more or to apply.*