

Interesting opportunity for a Business Development Manager – Contractor basis

The Role

GCF is looking for a Business Development Manager taking over the responsibilities for business development for our current industry leading certification programmes supporting the latest development of the 3GPP technologies and features as used by the global mobile industry and associated vertical industries. With this new role GCF wants to accelerate the coverage of new industries adopting standards for mobile telecoms.

The role also includes support of the working group activities with the forum.

The services will involve the following:

- Existing business development activities
 - Bringing clarity into the existing opportunities
 - Creating a business development framework for GCF
 - Support of programs with current partners (mission critical and automotive)
 - 5G manufacturing/Industrial IoT including private/closed networks
 - Making GCF more relevant to existing membership
- New business opportunities
 - Identification of new verticals and regions
 - Vertical industry co-operation with other organisations
 - New business models
 - Support of strategic programmes
- Representation of GCF
 - Represent GCF at industry events to promote and share the workings of GCF
 - Reach out to key stakeholders in new GCF business areas
 - Support of GCF's marketing activities

Contractor Specification:

Required Technical and Professional Expertise:

- Proven experience of business development
- Knowledge of 3GPP or other industry standards
- Bachelor's degree or equivalent experience
- Documentation of processes
- Experience in working with industry websites and databases
- The ability to work independently
- Ability to work remotely, and lead or assist in leading meetings remotely
- Working internationally
- Fluent in English language

Preferred Technical and Professional Expertise:

- Knowledge within a technical area outside the telecom industry
- Experience in communication in an international environment is desirable
- Previous experience with certification services is an advantage
- Knowledge of other languages than English

The successful candidate must be able to travel independently and ideally be based in a European time zone. The position will involve occasional international travel, but most of the service will be provided remotely.

Package:

The role will be offered on a contract basis with the initial contract starting in Q4 2022.

The applicant must provide their own office facilities and equipment using GCF's cloud solutions. The contract value will depend on the qualifications and location of the applicant.

About Us:

The Global Certification Forum (GCF) Ltd is a non-profit, global membership driven organisation registered in the UK that promotes mobile and IoT certification programmes. It is the globally recognised quality mark for the interoperability of devices that incorporate mobile connectivity and has over 300 members world-wide. These include most major smartphone and mobile network operator organisations in the world.

Contracted services to GCF shall be provided with confidentiality and impartiality regarding the various GCF membership classes and individual GCF members; always acting in the best interests of GCF and its membership.