

Job Description : Trader for Wholesale Voice

REPORTING TO	LOCATION	SCHEDULE	SCOPE
HEAD OF VOICE	SINGAPORE	FULL-TIME	GLOBAL

WHO WE ARE

Headquartered in Singapore, Toku World is the new kid on the telecommunication block that aspires to digital simplicity when it comes to communications. With a wide portfolio of services ranging from a core telco offering to next generation communication features, our Company is uniquely positioned on the telecommunication value chain. As such we provide origination, routing and termination services for voice and SMS traffic from enterprise clients, wholesale aggregators and telecommunication providers in general. These traditional telephony services are accessible via APIs and complemented by communication enablers like virtual numbers as well as value added services like digital signal processing.

WHO YOU ARE

You are willing to work in a fast-moving environment, excited about developing your analytical and business skills in a disrupted industry. You work fast and take pride in being customer service driven. You are a team player and love to learn and deliver the best service possible.

WHAT IS THE ROLE

As a Trader in Wholesale Voice you will work exclusively within the voice product department. Attention to detail and the ability to constantly check traffic, margin and quality trends will be essential to ensuring strong relationships and successful growth. You will also negotiate directly with our partners to get the best routes for the best price and will have the responsibility to get new voice partners and sign agreements. There will also be the opportunity to attend international conferences and industry events.

WE WILL TRUST YOU TO

- Maintain and strengthen relationships with international partners
- Increase revenue and margin through proactive trading and deal negotiations with carriers
- Develop and direct sales efforts to attract new voice partners and sign new agreements
- Acquire industry knowledge to keep Toku World ahead of the competition
- Assist with business development on an ad hoc basis
- Provide daily reporting and analysis

- Work closely with Sales colleagues and other departments within the Tokyu World team to meet global customer requirements
- Daily management of supplier and customer accounts
- Work globally, thus accommodate flexible working hours to deal with partners everywhere
- Have the ability to self-generate business opportunities

YOU WILL NEED TO HAVE

- A bachelor's degree or higher
- Excellent communication and analytical skills
- At least one year in the wholesale voice industry
- 3 to 5 years of work experience in sales
- Presentation and reporting skills
- A problem solving and team player mindset
- Fluency in English and ideally in 1 or 2 other languages

WE WOULD LOVE TO SEE

- A proactive attitude → To work in a small team you must be self-motivated, determined to succeed and not afraid to make decisions
- Someone that is target driven → This is primarily a sales role, thus handling pressure and enjoying the challenge of hitting targets is essential
- A team player → The candidate must enjoy interacting with international colleagues and helping others to achieve personal, team and company objectives

BENEFITS YOU WILL GET

- Gain experience in a fast-moving environment
- Quench desires of challenge
- Develop analytical, IT and business skills
- Acquire knowledge from a disruptive industry
- Be involved in a reliable and demanding organisation

IF IT SOUNDS LIKE YOU

APPLY BY SENDING YOUR CV AT

CAREERS@TOKUWORLD.COM

