

Job ID: DP100410B
Job Title: U. S. Trials Program Manager
Degree Requirements: Bachelor's Degree Technical Discipline
Years of Experience: 5
Type of Position: Direct Hire
Location: Atlanta, GA Area
Salary Range: D. O. E.
Travel Required: 25% +

IMMEDIATE NEED for a U. S. Telecom Trials Program Manager who has a minimum of 5 years work experience managing Field Trials in the Telecom arena. Reporting to the VP of Program Delivery you will be based in the Atlanta, GA area

To be a successful candidate you **MUST HAVE:**

- Bachelor's degree in a technical discipline
- A minimum of 5 years as a Program Manager in the Telecom arena
- Have a complete understanding of the Mobile Operator business model
- Certification in internationally recognized Project, Program Management skills & techniques { PRINCE2, MSP or PMP, PgMP } with verifiable experience using these skills & techniques
- 3G / 4G expertise
- Prior, verifiable experience leading complex trails & network integration projects with large Mobile Operator networks
- High degree of expertise in one or more of the following { Universal Mobile Telecommunications System (UMTS) core network, VoIP, IP Multimedia Subsystem (IMS), Unlicensed Mobile Access (UMA) / Generic Access Network (GAN) }
- Ability to work independently with little supervision
- Be a confident self starter, with proven track of taking ownership & delivering on large projects
- Have ability to build strong customer relationships, build good relationships, & project professionalism
- Be able to influence others skills with the ability to bring key stakeholders on board
- Ability to track & record negotiation of project specifications with customers & partners

The **RESPONSIBILITIES** of this position include but are not limited to:

- Be flexible & adaptable in your assignments
- Represent the client creating strong & trusting relationships with internal & external customers & partners
- Develop plan that takes the project to a PO & revenue recognition
- Develop and leverage internal and external networks to solve all project issues
- Manage trials during the pre-commercial phase up to the soft / launch commercial stage
- Oversee contractual deliverables including FAO's applications
- Provide two-way feedback mechanism between the System Integrator, Customer & Company
- Work closely with the development team regarding product customization
- Ensure feedback to & enlisting support from the systems engineering team
- Support local teams working within the customer enterprise
- Representing the Program team to internal & external customers
- Ensure the appropriate order process is triggered & requirements are specified
- Track operational aspects of the trial
- Ensuring key commercial milestones are met & issues escalated as needed
- Manage other specialist partners (such as Integrated Access Device (IAD) suppliers and SI's)

KEY WORDS: telecom trials, trials management, field trials, mobile operator, Project Manager, Program Manager, PRINCE2, MSP, PMP, PgMP, 3g, 4g, femtocell, Universal Mobile Telecommunications System, UMTS, core network, VoIP, IP Multimedia Subsystem, IMS, Unlicensed Mobile Access, UMA, Generic

Access Network, GAN, partner manager, Integrated Access Device, IAD, system integrator, revenue recognition

If you meet these requirements and wish to be considered for this position, send your résumé to us using Word 97 -2003 at Resumes@PinnaclePlacementGroup.com mentioning the **Job ID** and the **Job Title** in the subject line of your email. **In your email please provide us a short narrative detailing your experience and expertise as it applies to this position.**