



Technology strategist

Job Description

Teldat needs a Technology strategist, with generalist but solid understanding of the telecommunications technologies: networking, cloud computing, the telecommunications industry market, public cloud platforms, etc. The ideal candidate will have experience on product marketing roles, positive attitude, good communications skills and ability to team work on multi-disciplinary cross-functional environments.

His role will be, following the department objectives, to:

- Define and follow-up the mid and long-term value proposition of the products, services and technologies proposed to the BUs, supervising the cohesion and consistency between short-term BU needs and mid & long-term company strategy.
- Coordinate the strategy of the products, services and technologies used by multiple BUs, helping the BUs on the analysis, specification and design of the new products and services, guaranteeing a consistent user experience and brand image across company BUs.
- Drive innovative ideas and proposals to the BUs, scrutinizing solutions and technologies available on the market and its potential use for the company, elaborating and defending the internal/technical business case of such proposals.
- Coordinate the roadmap execution with R&D department for the innovation and cross-BU products and services developments.
- Elaborate and follow-up RFI & RFQ processes with third parties for different pieces of technology to acquire and internalize within the R&D department.
- Provide technical pre-sales support on the pre-commercial phase of innovation and cross-BU products and services.
- Develop technical interlocution with the Business Units and the R&D department.
- Collect technical needs and concerns from internal business units, Teldat/Bintec Sales teams or even Teldat's customer base through the pre-sales activities.

The technology strategist will report to the VP R&D and Technical Strategy under the Technology and Product Strategy department and will support new hardware and software requirements from Teldat's three business units: Software Defined Networking, Routers & Media Gateways, and Industrial. It will help define the technical value proposition and challenges and perform technical negotiation with the R&D department.

Responsibilities

Within the Technical Strategy department, the responsibilities will be:

- Creating a motivated strategy for different technologies to be used on innovative and cross-BU products and services of the company.
- Regularly evaluate the technology market and potential partners.
- Working closely with R&D department ("TBELABS") and the BU's Product Owners and BLMs.



- Offering guidance on the new adopted technologies, products and services to pre-sales engineering.
- Technical documentation and knowledge transfer.

Requirements:

- Telecommunication or Computer Science graduate
- English fluency: Advanced o Proficiency de Cambridge o TOEFL (110-120) o C1 de EOI
- German would be a plus
- Excellent knowledge of networking, cloud computing technologies and current computing trends
- Service chaining, SDN and NFV experience
- Lead cloud and networking vendors integration experience valuable
- 20% travel requirement
- Positive attitude and a strong commitment to delivering quality work