



**ngena** is a global alliance of service providers that will provide international telecommunication network services for corporate customers. ngena stands for “Next Generation Enterprise Network Alliance” and enables its partners to share their telco networks and offer services on a global basis. ngena GmbH is an independent company that is funded by leading global telco companies such as Deutsche Telekom AG.

## Pricing Specialist Global Network Services (m/f)

Have you always dreamed of working for an international start-up company? Then take this next step into the future and join us as our new colleague as Pricing Specialist Global Network Services (m/f) (full-time) in Frankfurt am Main, Germany.

### Your responsibilities

- Conception and development of pricing models for global network services for international corporate customers
- Definition of prices by combining different models, such as the cost, values based, or competitive pricing
- Responsibility for the steering of global price benchmarks from conception to execution to the implementation of results
- Analysing the benchmark results, as well as setting up and steering measures to adjust ngena prices / price models and the respective purchasing terms
- Contact person with regards to price escalations
- Developing pricing strategies and action plans on short, medium and long-term achievements concerning results-, revenues- and turnover targets

### Your profile

- A successfully completed degree in a topic related field, or a comparable relevant qualification with several years of professional work experience
- Extensive work experience in product management, presales or business development for IP-VPN services
- Profound knowledge and practical experience in the areas of pricing and price models as well as pricing structures derived from benchmarks
- Profound analytical skills
- Confident and professional behaviour and sensitivity towards customer wishes and needs paired with excellent communication and presentation skills
- Initiative and being able to work independently, flexibility to act convincingly in a young company with agile structures and processes
- Excellent English skills (spoken and written)

### Your chance

A dynamic, international and cooperative business environment awaits you. In your field of activity, responsibility will be in your own hands from the very beginning and you will be able to actively contribute to the future development of ngena. We offer challenging tasks with room for creativity and development opportunities within the startup, a highly motivated international team, an open corporate culture of flat hierarchies and a state-of-the-art workplace.

### We are looking forward to getting to know you!

If you are interested in this challenge, please send us your complete application including salary expectations and possible starting date via email to [myfuture@ngena.net](mailto:myfuture@ngena.net)