

We're hiring!

Head of Sales & Marketing – Port Moresby.

We're looking for a tried-and-tested senior sales and marketing leader to drive revenue growth, develop and oversee strategic sales and marketing initiatives, and position Telikom as a market leader in the telecommunications industry. You'll report directly to our CEO.

Key responsibilities:

- Develop and implement sales and marketing strategies to achieve revenue targets.
- Lead, mentor, and drive high performance within the sales and marketing teams.
- Identify new business opportunities and expand market presence.
- Build and maintain strong relationships with key clients, partners, and stakeholders.
- Oversee brand management, marketing campaigns, and digital marketing initiatives.
- Analyse market trends, competitor activities, and customer insights to optimise strategy.
- Manage budgets, sales forecasts, and resource allocation effectively.

Education and experience requirements:

- Bachelor's Degree in Business, Marketing, or a related field (MBA preferred).
- Proven experience in a senior sales and marketing leadership role.
- Strong expertise in sales strategy, brand management, and customer relationship management.
- Exceptional leadership, communication, and negotiation skills.
- Ability to analyse data, market trends, and make data-driven decisions.
- Experience in digital marketing, CRM tools, and marketing automation.
- A track record of driving revenue growth and exceeding business objectives.

About Telikom:

Telikom Limited is proud to be Papua New Guinea's 100% nationally-owned telecommunications company, committed to delivering innovative, reliable, and affordable telecommunications solutions. Our services are designed to connect communities, foster innovation, and empower businesses to grow and succeed in the digital age.

How to apply:

Apply by 5th April 2025 with CV and cover letter to recruitment@telikom.com.pg. Open to qualified national and expatriate candidates, inclusive of all.

Further details at telikom.com.pg or call 300 4083.

