



## **Senior Network Account Manager, Hong Kong**

### **Overview**

We are looking for a Network Account Manager Senior to join the Asia Pacific Network Account Management team at Akamai.

In this role, you will be responsible for managing and maintaining business relationships with Internet Service Providers (ISP), IP Transit vendors and Data Centre Operators within given countries to ensure that Akamai's needs for capacity, network performance and cost reduction are met.

By working across diverse geographies, environments, cultures and technologies, you will contribute to Akamai's Platform expansion strategy establishing Akamai as a critical part of the Network's business in today's hyperconnected world.

Akamai is looking for an individual who has deep industry experience with senior contacts, and skills in both technical and business negotiation, and business development to join this team.

### **About the Team**

The Network Strategy team is responsible for managing and maintaining business relationships with Internet Service Providers and data center operators around the world. The team works closely with both existing and new vendors to identify cost effective business relationships which often go beyond industry standard customer/vendor relationships. Akamai is looking for an individual who has experience and skills in technical negotiation and account management to join this team.

### **Qualifications**

#### **Required Education and Experience**

Applicants must meet one of the following education and experience requirements:

- \* 8 years of relevant experience and a Bachelor's degree or its equivalent or
- \* 6 years of relevant experience and a Master's degree or
- \* 3 years of relevant experience and a PhD

#### **Required Skills**

- \* Excellent communication skills and ability to manage multiple priorities simultaneously.
- \* Solid relationship building skills and ability to provide thought leadership in a very fluid and growing market environment.
- \* Strong consulting skills and solid familiarity with the telecommunications' landscape and content distribution services.
- \* Ability to work in a fast-paced environment both as an individual contributor and cross-functional team member.
- \* Strong business negotiation skills to make business arrangements with network partners and vendors.
- \* Fluent in written and spoken English and Mandarin, understands communication issues in multicultural business environments.
- \* Willing to travel

**Desired Skills**

\* 7+ years relevant work experience, including technical and commercial knowledge of operator network topology and architecture, IP routing, and CDN platforms, as well as experience working in a IP network planning or implementation role at an ISP, IX, telecoms operator, carrier or CDN.

\* Any relevant technical skills including SQL/RDBMS and UNIX (any flavor) are plus.

\* Ability to develop long-term business relationships with C-Level business and technical staff at major providers.

\* Business Development skills as well as Technical sales experience in the data network or telecommunications industry as either a pre-sales engineer or a sales executive.

\* Significant Experience in several functional areas:

- Consulting;
- Project management, People management;
- Sales/Presales.

Kindly send us a copy of your latest resume to [gwee@akamai.com](mailto:gwee@akamai.com) by 6th June 2018.

We regret that only shortlisted candidates will be notified.

Thank you for your keen interest.