



Job Title: Principal Telecommunications Consultant

Position Overview and core responsibilities

We are seeking a full-time Principal Telecommunications Consultant to work at Intelcon's head office in Vancouver, with some international travel. The Consultant will be part of a multi-disciplinary team, but will also be expected to work well independently and to quickly assume responsibility for projects and business areas. The Consultant will be able to demonstrate a thorough understanding of the competitive requirements of the telecoms sector and the key issues faced in emerging markets and developing countries, while exhibiting leadership in these areas.

The Consultant will be the lead on a range of ICT projects in the developing world requiring first-rate skills in areas such as: project management, analysis and reporting, client communication, business development, and team leadership.

The core responsibilities are as follows:

- pricing and competition analyses;
- market and financial analyses;
- cost & economic modeling;
- policy and regulatory development;
- investment feasibility & due diligence studies; and
- universal access policies and strategies.

Candidate requirements

We are looking for candidates with significant senior experience in the telecommunications field, and at least five years in consulting, preferably in mobile communications and broadband implementation in developing countries. The right candidate will have proven leadership of progressive project management and will have hands-on financial and strategic experience. A technical background or direct industry experience would be an asset. You will likely have a Masters Degree in Economics, Commerce, Policy or a related field.

An in-depth understanding of telecommunications policy and regulation, universal access and sector reform is important. As Intelcon works predominantly in developing countries, the Consultant will have exemplary communication skills and a strong background of working in challenging multicultural environments. We require a competent candidate who shares our passion for intelligent ICT development, takes pride in their quality of work, and is capable of making an immediate contribution to the team. Proficiency in French or Spanish would be an asset.

About Intelcon

Established in 1985, Intelcon is an international telecommunications consulting firm, specialising in developing countries and emerging markets. We are a small but dynamic and growing company. We advise governments, development and commercial banks, operators and investors, typically related to policy, market and business issues. Universal Access and rural telecommunications are key areas of our expertise. We are committed to providing sound analysis and practical solutions which make a difference to our clients. We take pride in the quality of our work and exceptional client relations. We offer thought-provoking and leading edge communications development work, hands-on in-country involvement, backed by a friendly team atmosphere, central location and an attractive salary and benefits package.

Please apply to Joanna Hindle (jhindle@inteleconresearch.com) with a cover letter (highlighting your relevant experience, interests and salary expectations) and CV. Only those applicants selected for an interview will be contacted.



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