



**Job Title: Senior Telecommunications Expert**

**Position Overview and core responsibilities**

We are seeking a full-time Senior Telecommunications Expert to work at Intelcon's head office in Vancouver, with some international travel. You will be part of a multi-disciplinary team but are expected to work independently and quickly take responsibility for projects and business areas. The consulting projects on which you will be working range from strategic market and policy analysis, pricing and competition analysis, financial analysis, and cost & economic modelling for fixed, mobile and "next generation" network services. Projects will also include investment feasibility & due diligence studies, and ICT development strategies. Core tasks and responsibilities are as follows:

- Conducting thorough country economic, sector and regulatory environment analysis;
- Interviewing operators, service providers and other industry stakeholders;
- Providing technology cost and business modeling for financial, strategic and tariff/pricing analysis;
- Proposal and report writing;
- Traveling to developing countries;
- Company representation, marketing and promotion; and
- Working directly with clients in companies, banks, regulators and government departments.

Responsibilities are subject to change, and tasks may be added as appropriate.

**Job requirements**

You will likely have a Masters Degree in Economics or a related field. We are looking for candidates with at least eight years experience in the telecommunications field, and at least five years in consulting, preferably in mobile communications and broadband implementation in developing countries. The candidate's experience will ideally include project management and hands-on financial and strategic analysis. An engineering background and/or direct industry experience would be an asset. An understanding of telecommunications policy and regulation, and sector reform is important. Strong communication skills, both in writing and oral presentation, are essential. We require a competent candidate who takes pride in his or her quality of work, who can handle deadlines and multi-tasking, is able to organise his or her work independently, and is capable of making a contribution to the team. Proficiency in French or Spanish would be an asset.

**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 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](mailto: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.*



400-1505 West 2nd Avenue  
Vancouver BC V6H 3Y4 Canada  
tel (1) 604 738 2004 • fax (1) 604 738 5055  
email [contact@inteleconresearch.com](mailto:contact@inteleconresearch.com) • [www.inteleconresearch.com](http://www.inteleconresearch.com)