



Modern messaging has changed the way we communicate. It's transformed how we keep in touch with friends and family, how we interact in the workplace, how we get our news, and how we wield language itself. Yet despite ample evidence that consumers are ready to chat with brands, businesses have largely lacked the tools to message with customers in a personal, secure and scalable way. Until now!

DIMOCO Messaging provides multifunctional reliable messaging solutions for global aggregators, mobile operators, and enterprise clients. As a local hero with global scale, we believe in direct relationships with customers and partners while offering a carrier-grade platform for worldwide message delivery.

DIMOCO Messaging is looking for a Global Connectivity Manager to join our team and help us continue to grow our business.

## Global Connectivity Manager (f/m/d)

### Your mission:

The Global Connectivity Manager will work with all teams across the company, especially sales, business administration, routing and legal. In this role the individual will develop a strategy to find the most cost-effective deals with A2P SMS suppliers worldwide. The role will focus on increasing coverage and optimizing cost efficiency through negotiation, supplier aggregation & consolidation so that DIMOCO can better invest in its own growth and people. The ideal candidate is highly motivated and has procurement experience in the A2P SMS industry. The individual has demonstrated expertise in leveraging supplier relationships and leading complex negotiations to successful outcomes. Strong analytical and communication skills, as well as a proven ability to develop relationships with suppliers and partner companies in A2P SMS are essential to ensure the overall alignment of company targets.

### Your new role:

- Establish and develop strategic procurement strategies and supplier relationships with global partners and suppliers in the A2P SMS industry.
- Work on a strategy to increase the reach of our product offering.
- Identify new suitable suppliers in regions that are not yet fully developed to expand the company's coverage.
- Coordinate your procurement activities closely with the routing team so that your achievements in have a direct commercial impact on the company.
- Control spending and build a culture of long-term saving on procurement costs.
- Examine and reevaluate existing contracts.
- Act with a high sense of urgency and prioritize many concurrent tasks accordingly.
- Track and report key functional metrics to reduce expenses and improve quality.
- Increase the continuous improvement of the purchasing situation.
- Document and provide information to Sales to continue to drive the business.

**Your skills:**

- Minimum 3 years' experience in vendor/supplier/partner relationship management, preferably in the A2P SMS industry.
- Work quickly and accurately under time constraints and against deadlines.
- Motivated by working in a global team, showing an understanding for other cultures and an openness to the world.
- Capable of working within the team to transfer the company's purchasing power directly to selling power.
- Able to work independently to define and deliver solutions to complex problems and business needs.

**DIMOCO's promise:**

- We offer a secure job in a rapidly growing company
- We foster good team spirit and an excellent company culture
- We provide a healthy work-life balance and the opportunity to work remotely
- We pay a fair salary in combination with an attractive bonus model
- Employment can take place through our companies in Austria, Germany, Serbia or Liechtenstein

**One application – a billion opportunities!**

We are looking forward to your online application: <https://dimoco.eu/contact-form-career/>

Applications of candidates with valid working permits in Germany, Austria, Liechtenstein or Serbia are preferred.

**DIMOCO Messaging GmbH**

Cornelia Wallner

Head, Human Resources

Campus 21, Europaring F16/402

A-2345 Brunn/Gebirge

T: 0043-1-33 66 888-0

W: [dimoco.eu/career](https://dimoco.eu/career)