

United Arab Emirates Jobs Expertini®

Automation & Security Lead, AWSI-Telco

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Automation & Security Lead, AWSI-Telco Full Time Amazon Web Services (AWS)- Dubai, United Arab Emirates Posted 10 days ago 7 People have clicked 1 open position Experience Needed: Job Categories: Skills And Tools: Job Description Description Do you have experience building transformational automation, and security solutions with Tier 1 Communication Service Providers (CSPs)? Have you built and led successful consulting practices? Do you have broad telecom domain expertise, and technical skills that cut across all layers of network, BSS/OSS, enterprise IT, and Cloud technology stacks? Can you build and lead professional consulting teams that lead strategic consulting engagements from pre-sales to implementation? The Telco, Media & Entertainment, Games, and Sports (TMEGS) global practice of AWS Professional Services (ProServe) at Amazon Web Services is looking for an experienced, and motivated technical manager to lead a team of senior-level, customer-facing, telecom industry knowledgeable consultants. You will help hire and develop the industry's best Customer Delivery Architects and Industry Specialists. In addition to being effective in shaping your team's pre-sales and delivery skills, you will need to be technically capable and credible in your own right. You will develop C-level relationships at the largest CSPs, and participate in strategic customer meetings. As a part of the GTP leadership team, you will drive strategic professional services engagements and revenue growth across a broad set of telecom customers. AWS Sales, Marketing, and Global Services (SMGS) is responsible for driving revenue, adoption, and growth from the largest and fastest growing small- and mid-market accounts to enterprise-level customers including public sector. The AWS Global Support team interacts with leading companies and believes that world-class

support is critical to customer success. AWS Support also partners with a global list of customers that are building mission-critical applications on top of AWS services.

Key job responsibilities
Roles & Responsibilities Build and lead great teams - attract top technical talent and build a high performing team comprising Customer Delivery Architects and Industry Specialists. Invent and Simplify- Create compelling ProServe offers, and assets that will be used by field teams to enable telecom customer business outcomes
Deliver Results – Manage your team to deliver KPIs targets such as influenced revenue, offer utilization, and utilization. **Oversee Engagements -** Ensure strategic engagements' success by setting up project governance processes and participating in project steering committee meetings.

Customer Engagement – Build critical relationships with executive-level customer decision-makers across Network, IT, and lines of business.

About The Team
Diverse Experiences AWS values diverse experiences. Even if you do not meet all of the qualifications and skills listed in the job description, we encourage candidates to apply. If your career is just starting, hasn't followed a traditional path, or includes alternative experiences, don't let it stop you from applying.

Why AWS? Amazon Web Services (AWS) is the world's most comprehensive and broadly adopted cloud platform. We pioneered cloud computing and never stopped innovating — that's why customers from the most successful startups to Global 500 companies trust our robust suite of products and services to power their businesses.

Inclusive Team Culture Here at AWS, it's in our nature to learn and be curious. Our employee-led affinity groups foster a culture of inclusion that empower us to be proud of our differences. Ongoing events and learning experiences, including our Conversations on Race and Ethnicity (CORE) and AmazeCon (gender diversity) conferences, inspire us to never stop embracing our uniqueness.

Mentorship & Career Growth We're continuously raising our performance bar as we strive to become Earth's Best Employer. That's why you'll find endless knowledge-sharing, mentorship and other career-advancing resources here to help you develop into a better-rounded professional.

Work/Life Balance We value work-life harmony. Achieving success at work should never come at the expense of sacrifices at home, which is why we strive for flexibility as part of our working culture. When we feel supported in the workplace and at home, there's nothing we can't achieve in the cloud.

We are open to hiring candidates to work out of one of the following locations: Dubai, ARE

Basic Qualifications 10 years or more experience in the telecommunications industry and Experience in developing telecom automation and security solutions
People management experience Significant experience in Enterprise Architecture, Application Development, or Infrastructure Architecture

in the Telecom industry Experience in implementing 5G network functions on hyper-scaler cloud platforms Experience in one or more domains: BSS, OSS, analytics, telco cloud, telco B2B solutions Preferred Qualifications AWS certification Security certification Advanced degrees (Masters, PhD) Product management experience Company - Amazon Web Services EMEA Dubai FZ Branch - Q29 Job ID: A2595614 Join WUZZUF now and learn about all the companies currently hiring in Egypt. Sign up for an employer account and post your job

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