



We are  
**HIRING...**

## **BUSINESS ANALYST**

hSenid Mobile Solutions is an International company with a proud history of 23 years with Offices in Singapore, USA, Bangladesh and Sri Lanka. We design and build innovative cutting-edge technology platforms which enable the digital transformation of businesses. Our solutions are used by leading Telecommunication, Banking & Financial institutions and Enterprises around the globe.

We are on the lookout for a person who enjoys meeting people, solving problems, has a thirst for knowledge, innovation and creativity and dream of earning a high reputation as a consultant, along with a positive attitude.

### **Responsibilities:**

- ▶ Identify opportunities by forming close business relationships with customers, with the intent of developing their business as well as cross-selling/ up-selling our products
- ▶ Gain in depth product knowledge and contribute to Sales and Pre-sales of the organization
- ▶ Play a consultative role in pre-sales with the attitude to win
- ▶ Design and develop pre-sales material and respond to tenders
- ▶ Gather, analyze and manage requirements for projects
- ▶ Be a reliable and efficient conduit between customers and internal teams
- ▶ Contribute to product roadmap
- ▶ Willingness to travel overseas

### **Required skills and experience:**

- ▶ Degree in IT, Engineering or equivalent
- ▶ Partially or fully qualified in CIMA or work experience demonstrating similar knowledge/ skill
- ▶ Can do attitude and a go-getter
- ▶ Excellent verbal and written communication skills in English
- ▶ Ability to think on feet, good analytical and problem solving skills which help to formulate solutions while fronting customers
- ▶ Exposure to design thinking will be an advantage
- ▶ Background in Telco domain will be an added advantage

Do you believe you are the right fit for the position?

Please submit your CV to [careers+ba@hsenidmobile.com](mailto:careers+ba@hsenidmobile.com) and quote "Business Analyst" in the subject line.