



With the launch of new wireless technologies like 5G, the explosive growth in the Internet of Things (IoT), and the continued penetration of smartphones worldwide, there's never been a more exciting time to work in digital wireless.

American Tower is a Fortune 500, S&P 500 and Forbes Global 2000 company that provides the infrastructure for modern digital communications. We have operations in the major markets of the Americas, Europe, Africa and Asia.

We've experienced exceptional growth over the past decade and our outlook for the future is strong. If you like being in the middle of where things are happening, this is the place for you.

We are currently seeking a **Contract Manager** in our Ratingen, Germany offices.

SUMMARY:

The Contract Manager's primary responsibility is to negotiate and manage customer (frame) contracts. This includes the responsibility for checking new Collocation and Amendment contracts and supporting related customer engagement, as well as regular contact and relationship building with the respective stakeholders on customer side.

The Contract Manager shall work closely together with the ATC Account Managers and Sales department, including the Account Support Team, to prioritize assignments that result in contract creation, contract review and negotiation.

The Contract Manager's responsibilities include development of contract strategies (i.e. how to contractually cover new technologies, solutions), and frame contract (re-) negotiation, in order to ensure revenue generation and protection. Presentation of such strategies shall be provided to both commercial and management-level audiences.

The Contract Manager shall identify contract related issues arising during customer engagements, and shall contribute to finding solutions to such issues, if applicable also in cooperation with other ATC Departments, such as Legal, Finance, Asset Management and Operations.

ESSENTIAL DUTIES:

- Obtain detailed knowledge about existing contract structure and content
- Check new Collocation and Amendment contracts according to existing frame contracts
- Serve as point of contact for the Account Support Team and Account Manager for contract related questions
- Drive and implement new frame contract creation, together with the Legal Team, in alignment with the Strategy, Innovation and Sales Team
- Re- Negotiate existing and new frame contracts together with Legal Team
- Development of contract strategies in close alignment with the Strategy, Innovation and Sales Team, as well as the Legal Team, taking technology evolution and market development into consideration
- Interact with internal and external stakeholders
- Support the Sales team with meeting or exceeding their yearly revenue goals
- Identify areas of improvement in existing and new contracts and implement accordingly

OTHER:

- Other duties as assigned

SUPERVISORY RESPONSIBILITIES:

- None

QUALIFICATIONS AND SKILLS:

- Strong negotiation skills and proven track record in successful contract negotiations
- German and English language skills on high business level - must be able to discuss and negotiate contracts in both German and English
- Thorough knowledge and understanding of mobile telecommunication network architecture, with focus on RAN, and related site solutions
- Strong attention to details, and thorough ways of working
- Self-motivated; able to work both independently to complete tasks and respond to department requests and to collaborate with others to utilize their resources and knowledge to identify high quality solutions
- Strong organizational skills; ability to accomplish multiple tasks within the agreed upon timeframes through effective prioritization of duties and functions in a fast-paced environment
- Ability to work with functional groups and different level of employees throughout the organization to effectively and professionally achieve results
- Strong follow-up skills; ability to organize applicable timelines and follow up with internal and external customer needs
- Strong written and oral communication skills, including the ability to present ideas and suggestions clearly and effectively
- Strong track record of building and maintaining solid relationships with internal and external customers

EDUCATION AND EXPERIENCE:

- BA or BS required, Master preferred
- Minimum 5 years of experience in the Telecommunication Industry, including at least 2 years in a customer-facing role
- Legal and/or commercial background and experience
- Experience as Contract Manager in the Telecommunication Industry is a plus
- Technical background (Telecommunication and/or Construction) is a plus
- Fluency in German and English is required

ENVIRONMENT:

Approximately 100% performed in climate-controlled internal office environment working under normal office conditions. Approximately 30% travel may be required in support of the position's responsibilities.

While performing the duties of this job, the employee is regularly required to sit, stand, walk, use hands and fingers to feel and handle, reach with arms and hands, talk and hear.

ADDITIONAL:

We are a dynamic organization in a rapidly changing industry. Accordingly, the responsibilities associated with this job will change from time to time in accordance with business needs. More specifically, the incumbent may be required to perform additional and/or different responsibilities from those set forth above.

The above declarations are not intended to be an all-inclusive list of the duties and responsibilities of the job described, nor are they intended to be such a listing of the skills and abilities required to do the job. Rather, they are intended only to describe the general nature of the job.

The incumbent must be flexible as there may be workweeks that require more than 40 hours to ensure the position's expectations and responsibilities are met.

All interested candidates are asked to send their CVs to careers.germany@americantower.com