



Sales and Marketing Recruitment Division

Telesales, Field Sales, Direct and Channel for Telecoms

Our focus

Is to help you to secure the best Sales and Marketing people with an understanding or prior experience of the Telecoms industry. JMA was originally founded as a sales recruitment company in 2003, and we have amassed a candidate database that is second to none!

If you are a reseller, operator, vendor, systems integrator, end user or distributor looking for the best people ...we can help you.

Sales and Marketing Professionals

In our team we typically focus on providing skilled people covering in-house sales, field sales, new business and account development, management and enterprise level sales professionals.

We have successfully worked with

Telesales ; TAM's, Inbound, Outbound, Appointment Setters and Canvassers.

Field Sales; in Mobility, Calls & Lines, All PBX brands, Voip and Hosted, Data, Sip and MPLS, Wimax, 4G, LTE.

Marketing; Marcomms, Product Management, R&D and Directors.

Management; Office and Field Sales Managers, RSM's, NSM's, Directors, EMEA and Global.

Enterprise; to Manufacturers, Networks Operators, Corporate and Global Enterprise.

How do we begin?

Your first point of contact is the Sales Recruitment Director. You can be assured of receiving a simple, honest and straight forward response to your needs.

We are a mature organisation, experienced in providing practical solutions that work, and we look forward to hearing from you!



Clive Jefferys
Sales and Marketing Recruitment Director
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Clive has worked within IT & Telecoms recruitment since 1991 rising from resourcer to senior management in blue chip companies. From 2000, he concentrated on the Telecoms sector as a single focus, and saw the market opportunity to found JMA in 2003.

Talking Telecoms Since 2003



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Engineering:

Antenna Rigging
Antenna Inspection
Broadband Engineering
Broadcast Engineering
BTS/BSC Engineering
Commissioning
Installation
Network Engineering
Network Implementation
Network Security
Network Support
NOC/NMC Support
OSS/BSS Engineer
PBX Installation
PBX Support & Maintenance
Pre-Sales Consulting
Provisioning
Radio Support Engineer
RF/Microwave Engineering
Software Development
Switch Engineering
UMTS Engineering
Voice/Data Cabling
Wireless Consulting

Planning & Design:

Business Analysis
Capacity planning
Cell Planning
Contact Centre Design
Data Analysis
Deployment Design
Engineering Design
Network Planning
Network Design
Optimisation Planning
OSS/BSS Design
Process Analysis & Design
RF/Microwave Planning
Security Design
Solutions Designer
Software Design
Technical Architecture
Traffic & Capacity Analysis
Transmission Design
Transmission Planning

Management:

Business Transformation
Capacity Management
Carrier Relations
Change Management
Commercial Management
Contracts Management
Network Management
NOC management
Planning Management
Process Management
Project Management
Programme Management
Sales Management
Service Management
Switch Management
Systems Architecture
Technical Architecture
Telecoms Management
Test Management
Vendor Management

Management:

Business Transformation
Capacity Management
Carrier Relations
Change Management
Commercial Management
Contracts Management
Network Management
NOC management
Planning Management
Process Management
Project Management
Sales Management
Service Management
Switch Management
Systems Architecture
Technical Architecture
Telecoms Management
Test Management
Vendor Management

About jmanetWork:

Founded in 2003, JMA is the Telecoms Recruitment Consultancy, with a total focus on providing staff to the Telecoms vertical.

In July 2009 we made our 1000th placement into the sector, a milestone in our history.

Our UK operations are managed from London, and European operations from Spain.

We provide skilled people in Management, Sales, Marketing, Support, Engineering and Technical to all manner of businesses working with ICT.

If we can help you, please feel free to call us!

Non Technical:

Sales
Revenue Assurance
Account Management
Bid Management
Billing Analysis
Business Development
Channel Sales
Customer Support
Document Control
Facilities Management
Internal Sales
Localisation
New Business Sales
Channel Sales
Product Management
Project Control

Testing:

Acceptance Testing
Drive Testing
Fibre Optics Testing
Network Optimisation
Network Testing
OSS/BSS Testing
Penetration Testing
Research and Development
Quality Assurance
Software Testing
Test Analysis
Test Engineering
Transmission Testing
WV&T Engineering

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