



VACANCY ANNOUNCEMENT

Applications are invited from suitably qualified candidates to fill the following vacant positions below:

1. MANAGER PUBLIC RELATIONS AND CORPORATE AFFAIRS

The Manager Public Relations and Corporate affairs shall lead the development and execution of strategic public relations initiatives to enhance the TNM's brand reputation, media presence, and stakeholder engagement. This role oversees corporate communications, crisis management, media relations, and thought leadership programs to position TNM as an industry leader in the telecommunications sector.

Major Tasks and Responsibilities

- Develop and implement a comprehensive PR strategy aligned with business goals.
- Strengthen the company's brand image as an innovator in telecommunications.
- Monitor public perception and manage reputation risks proactively.
- Serve as the primary spokesperson for the company with media, analysts, and influencers.
- Build and maintain relationships with key journalists, industry analysts, and bloggers.
- Secure high-impact media coverage in top-tier business, tech, and telecom outlets.
- Lead crisis communications planning and response for sensitive issues (e.g., network outages, regulatory challenges).
- Develop messaging frameworks and rapid-response protocols.
- Position company executives as industry thought leaders through speaking engagements, op-eds, and interviews.
- Develop compelling narratives around 5G, IoT, broadband expansion, and digital transformation.
- Collaborate with the social media team to amplify PR campaigns.
- Leverage data/analytics to measure PR effectiveness and adjust strategies.
- Partner with Marketing, Legal & Regulatory, HR and other internal functions to align PR with corporate messaging.
- Oversee press releases, by-lined articles, award submissions, and public speaking opportunities.

Educational and Professional Requirements

- Bachelor's or Master's in PR, Communications, Journalism, or related field.
- 10+ years in PR, with at least 5 years in a leadership role (telecom/tech industry preferred).
- Experience working in a regulated industry.
- Ability to influence stakeholders for the benefit of the company/ brand.
- Ability to work under pressure.
- Understanding of Corporate Social Responsibility (CSR) communications.
- Telecommunication business savvy.
- Exceptional media relations and crisis management expertise.
- Strong network of telecom/tech media contacts.
- Ability to translate complex tech topics into compelling stories.
- Proficiency in PR tools (Cision, Meltwater) and analytics.

2. TECHNICAL PRESALES ENGINEER-BUSINESS SERVICES

Technical Presales Engineer-Business Services shall provide technical solutions to new and existing enterprise customers on products and customized solutions in line with customer requirements.

Main Duties and Responsibilities

- Identify sales prospects and collaborates with Account relationship Managers to deliver a sales pitch.
- Conduct technical presentations and demonstrations that communicate product value proposition.
- Contribute during tender and bidding processes and develop subsequent technical designs. Advise transmission, Core network and service delivery engineers on how a solution should be delivered to suit the customer requirements.
- Develop technical proposals based on customer requirements.
- Develop solutions to meet customer requirements within industry and technology best practices.
- Handle escalations during pre- and post-solution deployment.
- Validate software, hardware and services pricing and margins based on the scope of work.
- Prepare and manage sales pipeline for Cloud, Hosting and Wholesale products.
- Drive revenue growth of the enterprise product portfolio by identifying sales leads, presenting enterprise products and closing deals.

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Educational and other professional requirements

- Bachelor's Degree in Information Technology/Telecommunications/Business Information Systems.
- Technical experience in ICT related field and customer service experience at a busy service desk i.e. Call Centre.
- Knowledge of software packages i.e. Microsoft 365, Apache, SQL, Cloud Computing.
- Knowledge of computer network protocols i.e. OSPF, EIGRP, ISIS, RIP, IP, TCP, UDP.
- Knowledge of Windows, Linux and Unix operating systems.
- Excellent written and oral communication, interpersonal, analytical and problem-solving skills.

Interested applicants are requested to submit their applications and Curriculum vitae (CV), indicating at least two traceable referees to:

**The Human Resources and Administration Director
Telekom Networks Malawi PLC
5th Floor Livingstone Towers
Blantyre**

OR

Email: vacancy@tnm.co.mw

To be submitted no later than Friday **15th August 2025**

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