

1.Account manager - MANUFACTURING

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across MANUFACTURING vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

High conceptual, interpersonal, communications and impacting skills, high self-confidence and emotional maturity. A hands-on working style is critical.

Position Description:

Would be responsible for meeting revenue / profitability targets for one or multiple accounts depending upon size..

Formulate and develop innovative Sales plan for one*s account, evolve targets in conjunction with the top management * both short term and long term and design and implement the strategies for achieving the same.

Would be responsible for complete sales life cycle i.e. from developing the sales strategy (target market and verticals) to generating business enquiries, preparing business proposals based on the understanding of clients* requirements, business negotiations and deal closing, Close interaction with the client and the internal technical teams, receivables management.

Close interacting with onsite-offshore delivery teams with hands-on approach to resolve issues.

This position would report to the Head of Relationships or whoever heads the Vertical nationally.

2.Account Manager - RETAIL

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across RETAIL vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

High conceptual, interpersonal, communications and impacting skills, high self-confidence and emotional maturity. A hands-on working style is critical.

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Close interacting with onsite-offshore delivery teams with hands-on approach to resolve issues.

This position would report to the Head of Relationships or whoever heads the Vertical nationally.

3. Account Manager – Consumer product Goods/CPG

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across Consumer product Goods/CPG vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

High conceptual, interpersonal, communications and impacting skills, high self-confidence and emotional maturity. A hands-on working style is critical.

Position Description:

Would be responsible for meeting revenue / profitability targets for one or multiple accounts depending upon size..

Formulate and develop innovative Sales plan for one*s account, evolve targets in conjunction with the top management * both short term and long term and design and implement the strategies for achieving the same.

Would be responsible for complete sales life cycle i.e. from developing the sales strategy (target market and verticals) to generating business enquiries, preparing business proposals based on the understanding of clients* requirements, business negotiations and deal closing, Close interaction with the client and the internal technical teams, receivables management.

Close interacting with onsite-offshore delivery teams with hands-on approach to resolve issues.

This position would report to the Head of Relationships or whoever heads the Vertical nationally.

4.Account Manager– Healthcare (payer/provider)

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across across Healthcare (payer/provider) vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

High conceptual, interpersonal, communications and impacting skills, high self-confidence and emotional maturity. A hands-on working style is critical.

Position Description:

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Formulate and develop innovative Sales plan for one*s account, evolve targets in conjunction with the top management * both short term and long term and design and implement the strategies for achieving the same.

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Close interacting with onsite-offshore delivery teams with hands-on approach to resolve issues.

This position would report to the Head of Relationships or whoever heads the Vertical nationally.

5.Account manager –High Tech and Independent Software Vendors (ISV)

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across High Tech and ISV vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

High conceptual, interpersonal, communications and impacting skills, high self-confidence and emotional maturity. A hands-on working style is critical.

Position Description:

Would be responsible for meeting revenue / profitability targets for one or multiple accounts depending upon size..

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Close interacting with onsite-offshore delivery teams with hands-on approach to resolve issues.

This position would report to the Head of Relationships or whoever heads the Vertical nationally.

6. Account Manager – Travel & Transportation

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across Travel and Transportation vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

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Position Description:

Would be responsible for meeting revenue / profitability targets for one or multiple accounts depending upon size..

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Close interacting with onsite-offshore delivery teams with hands-on approach to resolve issues.

This position would report to the Head of Relationships or whoever heads the Vertical nationally.

7.Account Manager– Banking & Financial Services (BFS)

Education: Bachelor's Degree in Science, Engineering, business /MBA is a major plus .

The requirement is as follows:

Ideally, the candidate should have an engineering and or management background.

The candidate should have approximately 7 to 15 (+/-) years of relevant sales experience in the software industry in the areas of Application Portfolio Management solutions.

Exposure across BFS vertical.

Exposure to dual shore (offshore/onsite) model essential.

Must have the ability to developing strong business relations at *C* levels.

Must have a successful track record of penetrating and developing the market for project sales, especially in the relevant territories and verticals, demonstrating consistent high performance by meeting & exceeding mandated targets.

Good exposure to preparing business proposals in coordination with Technical teams.

Should be a creative Sales person with a clear exposure to identifying, segmenting and building markets and relationships.

Some key personalities traits/skills should be.

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Position Description:

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This position would report to the Head of Relationships or whoever heads the Vertical nationally.