

## **1.Sales or Business Development Manager (New Business Development or Hunter) –Enterprise (ERP)**

**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 ERP as a horizontal.

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 in the area of operations \* assigned Territories and Verticals.

Formulate and develop innovative Sales plan for one\*s territory, 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.

This position would report to the RM or whoever heads the horizontal nationally.

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## **2.Sales or Business Development Manager (New Business Development or Hunter) –Infrastructure Service**

**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 Infrastructure as a horizontal.

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 in the area of operations \* assigned Territories and Verticals.

Formulate and develop innovative Sales plan for one\*s territory, 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.

This position would report to the RM or whoever heads the horizontal nationally.

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### **3.Sales or Business Development Manager (New Business Development or Hunter) –Business Process Outsource (BPO)**

**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 BPO as a horizontal.

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 in the area of operations \* assigned Territories and Verticals.

Formulate and develop innovative Sales plan for one\*s territory, 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.

This position would report to the RM or whoever heads the horizontal nationally.

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### **4. Sales or Business Development Manager (New Business Development or Hunter) –Product Engineering Service (PES)**

**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 PES as a horizontal.

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 in the area of operations \* assigned Territories and Verticals.

Formulate and develop innovative Sales plan for one\*s territory, 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.

This position would report to the RM or whoever heads the horizontal nationally.