

## **Practice Manager**

**Education:** Bachelors in Engineering and Post Graduate Diploma or Degree in Marketing/Finance/Information Technology. .

### **High Level Role Description:**

Qualify Leads and Create appropriate funnel for the Services existing & new accounts in the region.

Participate in Pre-Sales discussions/presentations for Infrastructure Services Selling.

First Level Solution creation in the Services related meetings with customers and prospects.

Provide appropriate and customized value propositions. Negotiate/Close in the sales cycle.

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.

Should be a creative 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.

In order to develop Global accounts , the practice manager focuses on driving sales and revenue growth within a region across verticals. Job entails working with a set of Enterprise business managers in a cross-functional manner to achieve targets.