

Head of Sales (Country Head)

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

Position Description:

Would be responsible for meeting revenue / profit targets for new and existing business for on a pan-US basis. Would evolve annual budgets in line with the corporate objectives - both short term and long term; formulate innovative sales plans for target industry verticals; and design and implement strategies for achieving the same.

Hiring Specifications:

Must have sold to large Fortune-500 corporations in the US for at least 10 years with a proven track record of success.

Should be familiar with the challenges being faced by various industry verticals and their 'C' level executives.

Must have established contacts as well as the ability to develop strong business relations at 'C' levels in Fortune-500 organizations.

Must have technical depth to be able to meaningfully contribute in the preparation of project proposals in coordination with technical (pre-sales as well as delivery) teams.

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

Increase company awareness within the IT Solution Services space and various promotional events.

Demonstrated expertise building and leading high performance, global consulting services teams.

Ability to resolve conflict.

Epitomizes corporate values of Integrity, Respect for the Individual, Leadership and Pursuit of Excellence.

Business Expectations :

Year-1: \$ X Million Revenue

Year-2: \$ Y Million Revenue