

## **Job Description:**

1. Ability to deliver revenue target
2. Region Specific Experience (UK/USA)
3. Working with the Leadership team to come up with new service offerings and own creation of collaterals.
4. Come up with the GTM strategy for various service lines, in coordination with marketing teams.
5. Customer Segmentation and Implementation of GTM strategy.
6. Lead Generation to closure of deals.
7. Managing an Inside Sales personnel for Lead Generation
8. Ability to consult customer on value and need.

## **Qualification:**

- MBA from IIM/ISB