



About our Company

We are Cartesian, a 11-year-old analytics firm. During this time, we've helped some of the largest brands across the globe unlock unprecedented value from their data. We've consistently been recognised as one of the best analytics firms in India, with a team that straddles analytical and business thinking better than anyone else.

What is SOLUS?

SOLUS is an AI driven hyper-personalisation solution that solves for intelligence in customer engagement. It takes all the good that CRM has promised, and puts it on steroids, and it does it by getting the client to be truly Segment of One in the way they deal with their customers.

It contains a data layer that synthesizes everything we know about the customer into a single view that enables better analytics. This data feeds into a customer-centric targeting layer that applies deterministic as well as model-based rules to identify customer engagement triggers and contains a hybrid recommender system that fuses customer preferences and the results of multiple recommendation systems to identify the ideal product to offer to a customer.

Orchestrating the overall engagement is a governance layer that determines which customers to target at what point in time, and how, and why. The system continually learns and recalibrates itself from data, so that it always stays relevant. Put together, these modules amplify returns on customer engagement by a proven 3X.

Here are a few things that you will need to have:

- A Master's degree in Business Administration
- Passion for sales, and the sales process
- 3-5 years of experience in enterprise software/analytics sales with a proven track record of generating pipeline and new conversions, and successfully achieving and overachieving targets in prior stints
- Sound understanding of the sales cycle, inside sales model and consultative selling approach
- Excellent communication skills, adept at making executive presentations to connect with stakeholders at varying levels in the client organization.
- Ability to build exceptional relationships
- Technologically fluent, comfortable with both using and discussing technology

Here's what you will do:

- The primary charter of this role will be to drive new sales for Solus within a designated region
- Articulate the value proposition and competitive positioning of Solus
- Conduct planned outbound calls/campaigns to defined target accounts with a focus on sales
- Maintain up to date knowledge of competition
- Ensure daily/week updates of pipeline and provide accurate forecast to the sales leadership team on an ongoing basis using CRM



- Participate in weekly/bi-weekly forecast review meetings with all the partners to review the progress towards revenue and growth goals.
- Accomplishment will be determined basis achievement of quarterly sales targets

We should also let you know we put a premium on a few personality traits:

- You are a person of your word
- You believe in the concept of FPR (First Person Responsibility)
- You're not intimidated by hierarchy and experience, but also appreciate what you need to do to be able to earn a seat at the table
- You place a premium on human values as much as financial ones

Remuneration structure:

Your remuneration will be a combination of fixed pay and variable pay linked to performance, as is the norm in product sales.

Location: Bangalore/Mumbai

Reporting to: Sales Head

Employment type: Full-time

Job function: Sales