



**CARTESIAN**

<b>Position:</b>	Senior Manager – Solution Sales	<b>Location:</b> Mumbai
<b>Company:</b>	Cartesian Consulting Pvt. Ltd.	<b>Website:</b> <a href="http://www.cartesianconsulting.com">www.cartesianconsulting.com</a>
<b>Requirement:</b>	<ul style="list-style-type: none"><li>- Minimum 5-8 years of experience in enterprise business development and sales (Analytics/ Technology solutions/App based solutions)</li><li>- Strong affinity/ orientation to technology</li><li>- S/he should be able to generate contacts and initial meetings with the key people such as CMO/Marketing Directors in companies in the following industries – Retail, QSR, Hospitality, Airline, QSR, E-commerce, Financial Services, Travel</li><li>- Demonstrated successes of securing new business with large enterprises</li><li>- Working closely with the Consultants and the Delivery Team, the incumbent should be able to convert leads into signed up clients by taking the lead in POCs, Case studies etc</li><li>- Numerate and familiar with the domains of Data Analytics and Decision Sciences. Need not be a practitioner or an expert but displaying a developed understanding of their business benefits</li><li>- Confident communicator and comfortable presenting to groups and senior industry leaders.</li><li>- Extremely motivated/driven and willing to stay updated/ learn new things</li><li>- Exceptional networking skills</li></ul>	
<b>Role:</b>	<ul style="list-style-type: none"><li>- Leading the charge on Solution Sales</li><li>- Aggressive outreach, setting up meetings</li><li>- Making presentations to senior management on the client side</li><li>- Closing deals – negotiating price and agreement closure</li><li>- Connecting with people on LinkedIn, building a strong social graph/presence on LinkedIn for business generation. Ability to create content to drive solutions awareness</li><li>- Travel in India for the purpose of business development</li><li>- Attend relevant conferences for business development</li><li>- Seek out marketing opportunities for Cartesian that will help it grow its presence in India</li><li>- Networking with people to unlock business opportunities</li></ul>	
<b>Salary Range (Annual):</b>	The compensation will be a mix of a fixed base + variable based on success. Competitive and per industry standards, will not be a constraint for the right candidate	
<b>Reporting to:</b>	Director - Business Development	
<b>Qualifications:</b>	Engineer + MBA	