



Marketelligent is a Bangalore-based consulting firm providing a range of analytics services to global clients and across various domains – consumer banking, insurance, telecom, retail, manufacturing, travel, etc. Services provided include simple MIS and reporting all the way to advanced analytics, including segmentation, forecasting and predictive models. The company is founded by three professionals with a combined experience of over 50 years in multinational corporations across industries. The company in 9 months of operations has turned profitable and is now embarking on reaching a revenue target of US\$100 million in the year 2013.

As a first step in achieving this target we are looking for a senior-level executive to lead the Business Development/Sales function in the US. The position and compensation of the person will depend entirely on his experience and his ability to close business. Broadly there are two types of executives we are looking at:

- (i) Someone who can carry the whole cycle from lead generation, to making the pitch to finally closing the deal. This person needs to be technically competent to make a pitch for an analytics project.
- (ii) Someone who can do the lead generation, make the initial sales call and then follow up to close the deal once a pitch is made by the projects team. This person needs to have extensive contacts and some understanding of Analytics and off shoring business.

This is a leadership position and will be a key member of the Marketelligent management team.

#### **Job Description**

- Be the face of Marketelligent in the US market.
- Generate leads, prepare pitch in association with the execution team, prepare proposals, make presentations and finally close the deal.
- Advice on new BD activity that needs to be carried out in the market including new sectors of focus, new services etc
- Build a team (depending on the seniority of the person) to spread the reach of Marketelligent services in the US.
- Be part of the Marketelligent management team and advice in all aspects of building and growing the company.
- Identify potential candidates (companies) for acquisition and complete the negotiations for acquisitions (year 2 onwards)

**Desired Profile**

- Aggressive and dynamic sales person with top leadership qualities and with a good network in the US
- Minimum of 10 years experience of which at least 3 years should have been in sales of Analytics/ IT/KPO in the US market
- Demonstrated capability of having closed large outsourcing deals
- MBA from a top university

The rewards will be completely dependent on the candidate and the results. The compensation will include:

- (i) Base salary
- (ii) Company Stock
- (iii) Cash and stock incentives based on annual business closed

What we promise is the best rewards a person can get if he can show results.

At Marketelligent we promote a culture of ownership and high performance. We believe everyone in the company should feel like an entrepreneur in terms of commitment and ownership. We don't lay down working hours, leave policy etc but is completely driven by achieving the targets for the individual as well as collectively for the company. So you can expect a vibrant culture with all the freedom to maximise your potential.

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