

PERVAZIVE AUTOMATION SOLUTIONS PRIVATE LIMITED

Executive Summary

We are the only machine intelligence company for Network Operations. Our machine learning and deep learning algorithms automate business functions by replacing human decision-making by data driven decision-making. Our current vertical of focus is telecom operations.

We provide end to end near real time solution with our products: pTOM – > A data mediation layer to aggregate high and low velocity; structured and unstructured data from a variety of sources; kheddah – an intelligent, data sentient platform. With its domain-intimate data connectors and data driven decision sciences engine, it is the industry's first full-stack, big data streaming analytics platform; Machine Intelligence – A library of machine learning and deep learning algorithms to continuously learn from incoming data and evolve with successive iterations.; pSearch -> an interactive analytics engine to index massive volumes of unstructured data and enable interactive query and search.

Pervasive(www.pervasive.com) was founded in 2011 by an experienced entrepreneur and a Harvard grad has a successful track record of commercializing disruptive technology. Pervasive's products help telecom operators address a major pain point of their operations – the high cost and effort of network maintenance. Pervasive products automate the mundane tasks of network maintenance; and using our real-time big data analytics stack, help move the needle away from reactive maintenance to predictive and preventive maintenance.

We are proud to count 22 of the world's leading telecom operators in our customer list. As a young, energetic company spearheaded by a leadership team with expertise in technology, decision sciences and network operations, we bring to the table the creativity of a disruptive startup along with the sagacity of a large corporation.

Job Description

Position – Country Head - India

We are currently seeking a highly motivated, self-driven individual with 7-10+ years of consulting, investment banking, marketing or operations management experience to kick-start our India offices

If you want to operate at start up speed and solve some of the hardest problems; you will have had these skills

- Data-driven decision mentality and sound business judgment through strong analytical thinking
- Experience managing and growing remote markets
- Experience owning marketing campaigns to raise brand awareness in remote markets
- Hustler- You have no problem getting your hands dirty and doing the gritty work that comes along with the higher-level thinking
- Creative solutions driven mindset, with a 'get stuff done' attitude
- Excel-master
- Management experience of leading a team of at least 50 employees
- Strong verbal and written communications skills are a must, as well as leadership skills.
- High Emotional IQ – Can deal with stakeholders, influencers and clients
- Stellar networking skills and the ability to make smart partnerships happen
- Flexible and forward thinking- We need someone sharp and eager to play with different models to help us scale
- Entrepreneurial DNA and fear tolerance
- Domain knowledge and/or technology knowledge a big plus

If you have faced the above challenges, then here is

WHAT YOU'LL BE DOING!

- Own the APAC regional P&L, building out forecasts and tracking on a weekly basis
- Target KPI management across all operational teams
- Responsible for hiring and scaling the team
- Signing up major corporates
- Lead Product Development by hiring and retaining talented developers and product managers
- Create a strong partner ecosystem
- Initiate creative local marketing strategies and user growth campaigns
- Manage deployment and quality of supply chain (i.e., delivery organization)
- Communicate product/process needs to HQ, work with product/engineering to deliver on them

COMPENSATION:

Full-time salary negotiable based on experience, and equity compensation plan.