

PERVAZIVE AUTOMATION SOLUTIONS PRIVATE LIMITED

Overview

Pervasive(www.pervazive.com) was founded in 2011 by Harvard grads and experienced entrepreneurs and 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.

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.

Job Description

Position –Business Development Manager/Sales Manager - JDBDMSM01

Looking to hire a candidate with strong knowledge and understanding of the digital media landscape, including various social media websites. In this role, you will be responsible for identifying opportunities, evaluating its fit with the company vision, negotiating and closing deals.

- With a focus on strategically and tactically managing all efforts resulting in the expansion of business into the assigned region, this role will focus on both the sales aspect AND managing and nurture the critical Partner relationship. This role is designed to suit a Sales/Business Developer Manager with prior 5 - 10 years of experience in handling ERP sales / software solution sales & who is very comfortable in driving sales successfully.
- Responsible for managing end to end sales cycle: lead generation, follow up, developing sales funnel, responding to RFI & RFPs and closure of the deal.
- Hardcore direct sales experience.
- Ability to handle demos and presentations.
- Capability of interaction with C level Executives.
- Preferably Onsite experience of overseas market.

Qualification: BE or MBA in Marketing/Business or Language majors OR any field, MUST have around 3-5 years of experience in sales and marketing.

Experience: 8-10 years

Salary: as per industry standards

Responsibilities

- Sales / Business Development
- Consultative Sales
- Creative Ideas, Research & Best Practices to achieve targets
- Individual and Team contributor
- Team management
- Relationship building
- Building Inside Sales team from scratch
- Hiring best fit candidates
- Marketing, Building collaterals and personalized email campaigning
- Pre-Sales support (RFP, RFQ), Proposal writing
- Client Account Management
- Cost Analysis
- Vendor/Partner Management
- Bid management
- Entrepreneurial mind-set

- Go getter and Achiever

Knowledge and Skills Required

- Industry knowledge,
- Networking skills
- marketing / sales orientation
- appreciation of customer needs
- high energy levels
- ability to meet sales targets
- communication & presentation skills
- Researching & Prospecting skills
- Sound understanding of business principles.