

VALIANCE

SENIOR INSIDE SALES

JOB DESCRIPTION



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- Develop demand generation strategies for Global (primarily US & Canada) & Indian markets for Valiance portfolio of data analytics, data lake and AI/ML offerings.
- Lead & mentor inside sales team to drive lead generation through various mediums like emails, cold calls, social media etc. Also leverage the marketing team to meet business goals.
- Work with various internal teams to prepare necessary support documents to enable deal closure. Teams include solution architects, business analysts, data engineering, AI/ML etc.
- Build & manage partner relations with major cloud platforms like AWS, GCP to drive business and revenue goals.
- Drive various initiatives with cloud partners to build brand awareness and drive lead generation. This includes webinars, participation in cloud events, sponsorships.
- Manage key customer accounts for driving business growth.
- Develop standard reporting metrics & KPI's to track success of various lead gen activities, internal or with partners. Conduct periodic critical reviews and recommend measures for improvement.

SKILLSET REQUIRED

- At least 6 years of relevant experience in inside sales role, part in leading inside sales team primarily for IT services, data analytics services firms in global markets.
- Proven track record of achieving stated business goals and leading companies to success.
- Understanding of data analytics, AI/ML, data warehousing, data lake offerings is desired.
- Past experience working with cloud platforms to drive business for the company is desired.

PERSONALITY TRAITS

- We are looking for someone who has a hunger for success, pushes the boundaries & brings ideas to the table.
- You should be a go-getter person exhibiting a high degree of ownership.
- Willingness to learn new skills and adapt to the needs of the company.
- Should seek a long term mutually beneficial relationship with the company. We are at a stage of aggressive growth and need someone to lead.

LETS GROW TOGETHER!

About Valiance Analytics

We help companies convert data into actionable intelligence using strong data science, data engineering & cloud engineering skills matched with critical business thinking.

Why work with us?

- 1 WFH with Flexible timings
- 2 Twice a year appraisal for high performers
- 3 Be a part of company's ESOP pool
- 4 Sponsorship of Cloud Certifications
- 5 Get to work on exciting projects



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