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Certified

MAR 2022 - MAR 2023

INDIA

# SR. INSIDE SALES

## JOB DESCRIPTION



LEADS

Key Technology Partners



Artificial Intelligence &  
Machine Learning



Data  
Engineering



Data  
Lake



Data  
Warehousing



IoT  
Analytics

# Job Description

- 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.

## Experience & Skillset Required

- Atleast 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.

# Let's Grow Together!

## About Valiance Analytics

Valiance is a global AI & Data analytics firm helping clients build cutting-edge technology solutions for digital transformation. We work with some of the marquee brands across India, the US, and APAC to build transformative solutions for Credit Risk, Fraud, Predictive Maintenance, Quality Inspection, Data lake, IoT analytics, etc. Our team comprises 100+ professionals across Machine Learning, Data Engineering & Cloud expertise.

## Why work with us?

- WFH with Flexible timings
- Twice a year appraisal for high performers
- Be a part of company's ESOP pool
- Sponsorship of Cloud Certifications
- Get to work on exciting projects
- Onsite Opportunity later

## Trusted by Top Brands around the Globe..



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