

Mahindra & Mahindra (www.mahindra.com) is a diverse group of companies united by a common purpose - to enable people to Rise.

About Mahindra & Mahindra (M&M)

A US \$12.5 billion multinational group based in Mumbai, India, the M&M Group employs more than 137,000 people in over 100 countries. M&M operates in key industries that drive economic growth, enjoying a leadership position in tractors, utility vehicles, information technology, vacation ownership, rural and semi-urban financial services, etc.

In 2011, Mahindra & Mahindra featured on the Forbes Global 2000 list, a listing of the biggest and most powerful listed companies in the world. For four years in a row, M&M has featured in the Forbes Asia's Fab 50 List of the 50 best publicly traded companies in the Asia-Pacific regions. Dun & Bradstreet also ranked Mahindra & Mahindra at No. 1 in the automobile sector in its list of India's Top 500 Companies.

About Us - Tech Mahindra & Mahindra Satyam

Tech Mahindra Limited & Mahindra Satyam are the flagship organizations in the Information Technology (IT) Sector at Mahindra & Mahindra Group.

Focused primarily on the telecommunications industry, Tech Mahindra is a leading global systems integrator and business transformation consulting organization. In 2009, Tech Mahindra expanded its IT portfolio by acquiring the leading global business and information technology services company, Mahindra Satyam (earlier known as Satyam Computer Services), a leading information, communications and technology (ICT) company providing top-class business consulting, information technology and communication services.

Tech Mahindra (www.techmahindra.com) and Mahindra Satyam (www.mahindrasatyam.com) invites MBA graduates who have graduated in the year 2011 and those graduating in 2012 to be part of an exciting growth and opportunities to RISE.

We are hiring MBA graduates to join the Global Leadership Cadre (GLC). This role will give you a horizon to explore new business opportunities and work closely with the CXO level stake holders, strategize and strike the deal. You will be responsible to grow the business to the targeted market segment whilst creating awareness of our offerings and guiding customers to make informed decisions.

Role: Sales and Account Management

Location: Regional offices in USA

Responsibilities of the Role

- All sales activities from lead generation through closure in the assigned geography, catalyzing interest in client and their procurement teams
- Understanding client issues, preparing best-fit models for client business, clean and precise articulation of value delivered to the customer
- Consultative selling, engaging in strategic discussions with the stakeholders / Key decision makers within the client organization
- Analyze and provide continuous status updates on business pipelines, tipping points, large deal opportunities, wins and losses of various RFP and opportunities
- Developing industry specific and technical whitepapers
- Achieve the agreed growth targets and profitability norms as per the policy, enable growth from a vertical industry, technology and geography perspective
- Ensure quality of deals & maturity of relationships with clients. First call status with the client, positioning of the organization in the market, repeat business & access to RFP.

Required Competencies

- Strong commercial acumen & analytical skills, an out-of-box thinker who can convert challenges into opportunities and opportunities to business.
- A pleasant personality with demonstrated passion to winning and excellence in work & academics. A go-getter with high energy and quick & sound decision making skills.
- Should have the art to collaborate, network and play in a team, and communicate effectively with all stakeholders.
- Those who demonstrated excellence and inclination to extra-curricular activities like sports, arts, social activities as a professional or in school or college will be preferred.

Professional Experience

- Overall prior professional and relevant vertical pre-sales experience will be an advantage

Qualifications

- MBA from a reputed university. Additional certifications in relevant industry will be an added advantage