

Lead - Enterprise Sales role with Protean eGov Technologies Limited [Formerly Known as NSDL] for Mumbai Location

Job Posted by Seema Kakra | May 11, 2023

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Hi,

Request to check below JD & give us your email confirmation for interview process.
If any Query feel free to call Seema-7878551502

Company:- Protean eGov Technologies Limited [Formerly Known as NSDL]

Position :- Lead - Enterprise Sales

Location:- Mumbai

Job Description:-

	Role Description				
Role title:	AVP Enterprise Sales	Area / Organization Unit:	Date:	11 May 2023	
		Sales			
Position of Superior:	Country Head - Enterprise & Retail Sales				
Purpose of the Function	Direct Reports	Interactions			

<p>Overall growth and sales performance of the organization and achievement of key business success metrics like revenue, profitability, market share in collaboration with other verticals. The function will be responsible for business development, driving go to market strategy and overall revenue achievement for all products</p>		Internal	External
<p>Marketing, Business development, Technology, all senior leadership</p>	<p>Customers, industrial agencies, partners</p>		
<p>Role</p>	<p>Main Accountabilities</p>	<p>Requirements / Skills Degree: BE/B.tech + MBA (GM/Sales & Marketing) Years/type of experience: >12 Area-specific knowledge: engagement with industrial forums, experience of integrated solution sales covering multiple technology domains, combination of IT enabled services and Financial Services products Competencies Stakeholder Management Business acumen Business development Communication skills Sales & marketing Negotiation skills Account management</p>	

<p>Ensure Carry out Contribute</p>	<p>Alignment and translation of sales strategy and targets of Protean to go-to-market strategies for private B2B and B2C markets Achievement of revenue, sales volume, profitability, market share and other key financial performance objectives for private sectors Building new relationships, retention and leveraging of existing relationships at CXO level (decision makers at organizations in target sectors Formulate and deploy of sales strategy for private sector and targets for sales team across regions and sectors Manage the entire sales life cycle from strategic planning to tactical activities and sales operations Engage with industrial forums and industry bodies and influence key decision makers in target sectors for by pitching for and advocating NSDL's service offerings for expanding the private business Work closely with CEO & CXOs to develop targeted strategies for B2B and B2C customers Review sales performance and budgets by sectors, products on a periodic basis and drive interventions to rectify deviations from annual plans Lead strategic efforts & development of effective processes around cross selling, customer retention, customer satisfaction, account management, license/contract renewal Building awareness about company's capabilities, products, accomplishments amongst government agencies at state and center govt level and ministries Participate in formulation of sales strategy, process, pricing methodologies business development, forecasting and planning for marketing activities</p>				
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About Company:-

About Protean eGov Technologies Limited (formerly NSDL e-Governance Infrastructure Limited) <https://www.proteantech.in/contact-us.html>, [Please ensure to go through the website in detail]

Protean eGov Technologies Ltd., is one of the key IT enabled service providers engaged in conceptualizing, developing and executing nationally critical and population scale greenfield technology solutions.

The company has extensively collaborated with the government over the last 25 years in creating digital public infrastructure and developing innovative citizen centric e-governance solutions.

The company's core strength lies in not just enabling technology, but also providing the necessary interventions for ecosystem creation and adoption of new technologies and business models.

In these two-and-a-half decades, the company has created strong e-governance interventions

impacting multiple sectors of the Indian economy and touching various aspects of a citizen's life - modernizing

the direct tax infrastructure, providing a tax identity to citizens and corporates (issuance of PAN card), strengthening the old-age social security infrastructure

(National Pension System NPS & Atal Pension Yojna APY), promoting financial inclusion by contributing to the India Stack by enrolling citizens for National Identity and enabling the BFSI sector by

providing Aadhaar-based identity authentication and e-Sign services. Over these years, the company has implemented and managed 18 projects spread across seven ministries and autonomous bodies,

ushering positive change in delivery of public services.

To create a truly inclusive service delivery mechanism Protean has established a pan India network of centres to provide assisted services to the digitally excluded. This Phygital model created by

Protean promotes and enables universal access and financial inclusion in the country without bias.

'India's Best Company of the Year 2021' in India's Best IT Enabled e-Governance Service Company Category by Berkshire Media LLC, USA.

'Best IT Company In Western Region' at Business Leaders' Summit & Awards 2021 by Worldwide Achievers Pvt Ltd.

Golden Peacock Award for Innovation Management - 2018

CMMI SVC Version 1.3 - Level 5 for Central Recordkeeping Agency (CRA) - Subscriber Services and CRA Systems infrastructure.

Conferred with an award at ET e@G Summit 2014 for Remarkable Contribution to e-Governance Sector" by ET Edge, An Economic Times Initiative.

ISO/IEC 22301:2012 certification awarded for functions of Central Recordkeeping Agency (CRA) - CRA Settlement.

ISO 9001 - 2015 certificate awarded for functions of Provision of Tax Information Network & PAN related services for Income Tax Department and EASIEST for Department of Customs and Central Excise, Government of India.

ISO/IEC 27001:2013 certification for Information Security Management System awarded for TIN &

PAN, CRA, Aadhaar Authentication & e-KYC and NSDLgst functions.

ISO 20000-1:2011 certification awarded for processes based on ITIL framework to manage, maintain and improve service management for CRA infrastructure.

Conferred with the SKOCH Digital Inclusion Award 2011 for Technology in Financial Inclusion for NPS Lite System.

Awarded CMMI Level 3 Certification for CRA functions.

Awarded Tier IV Certification for Data Centres.

India's Best Company of the Year 2021' in India's Best IT Enabled e-Governance Service Company Category by Berkshire Media LLC, USA.

Best IT Company In Western Region' at Business Leaders' Summit & Awards 2021 by Worldwide Achievers Pvt Ltd.

For Management 2000 Placements & Recruitments Pvt., Ltd.,

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