

Zonal Head and Government Liaison role with One of the Leading IT Company Grade:- AVP, Location:- Mumbai

Job Posted by Seema Kakra | June 16, 2024

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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 on 7878551502

Company :- Protean eGov Technologies Limited

Position :- Zonal Head and Government Liaison

Location:- Mumbai

Grade:- AVP

Job Description:-

Structure-

Chief Business Officer

Country Head Government Liaison

Zonal Head & Government Liaison

- Role Contour:

Achieve defined sales target and seek business development opportunities for all government accounts in zonal division to ensure increased growth in revenue and profitability across government clients in zonal division

- Accountabilities:

Achieve sales target defined and ensure collection within the scheduled timelines to meet defined revenue targets for the zonal division

Maintain strong relationship with key decision makers in zonal govt. bodies and system integrators to ensure penetration into accounts

Understand buying process cycle within zonal government bodies and seek new business development opportunities

Act on new and emerging opportunities and actively research for potential clients

Collaborate with Technology, Products and Marketing teams to ensure the timely and successful delivery of the solutions according to client needs and objectives

Coordinate with Department Head to create market plans and forecasts at zonal level

Coordinate with Department Head to develop business pitches and hold responsibility for the effective on-boarding of new clients at zonal level

Keep track of competitors' activities to provide valuable inputs for product/service improvement

Maintain relationships for ongoing engagements with state government levels and for driving growth in target sectors and advocate for Protean as a strategic partner

Engage with state government bodies and key decision makers in target sectors for pitching and advocating Protean's service offerings for expanding the government business

Translating requirements into custom solutions, solution bundles to problem-solve as per requirements

Support the bidding team in submission of responses to RFPs from zonal government bodies

- Experience & Qualifications

Bachelors Degree | MBA preferred

Demonstrated experience of business development of ITeS products for government clients

12+ years of total experience, at least 5 years working in a similar role

- Competencies

Customer Focus

Strategic Mindset

Optimizes Work Processes

Ensures Accountability

Manages Ambiguity

Drives Results

Balances Stakeholders

Collaborates

Develops Talent

Being Resilient

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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