

Head of Inside Sales, Digital Engineering Services

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Company: Creative Synergies Group

Location: bangalore

Category: other-general

CREATIVE is a leading digital innovation solution provider. We synergize our deep domain expertise and NextGen technologies to empower our customers globally. We leverage our significant experience across industries and our proven track record with over 40+ Fortune 500 companies to deliver convergence of digital engineering, embedded systems and software technologies. We enable our customers to establish technological leadership in the industry 4.0 revolution to leapfrog their global competitors. We deliver excellence in the areas of digital product engineering, embedded systems, application software, digital plant engineering, digital manufacturing engineering and product support services. We specialize in smart enablement of connected assets by leveraging leading edge digital technologies including IoT, AR, VR, AI, machine learning and data analytics, which uniquely positions us to capitalize on massive industry 4.0 related opportunities that are projected to contribute over USD 15 trillion by 2030. CREATIVE's phenomenal success and unparalleled growth are a direct consequence of our 'Can Do' culture. Our global team of 1,100+ engineers collaborate with our 40+ Fortune 500 clients to help them achieve their strategic and operational objectives (Including Volkswagen, Toshiba, Sony, Mitsubishi, GM, Toyota, NISSAN, Daimler, Samsung etc.) 95% of our revenue comes from US, Europe, Japan based customers. Our Service Offerings: I. Digital Product and Platform Engineering II. Intelligent Connected Products: Vehicle Centric Electronics Connected Car Solutions Mobile Robotics Industrial IoT III. Digital Technologies: Cloud Technologies Data Engineering AI/ML Cybersecurity IV. Digital Manufacturing V. Digital Plant Engineering About our Founder / CEO: Dr. Mukesh Gandhi Former Michigan State University Professor

(1984 - 1999)Published Ground-Breaking Technical Publications and BooksSupervised PhD, Masters and Undergraduate Research Students - Who Are Now Leaders andDecision Makers in Industry and AcademiaAwarded Over \$15 Million For Pioneering Research from National Science Foundation (NSF),US Army Research Office (ARO), Defense Advanced Research Projects Agency (DARPA), USNational Institute of Standards and Technology (NIST)Founder / CEO of Quantech Global ServicesFormer Wipro, EDS Chief ExecutiveFounded Creative Synergies Group In 2011Our Global PresenceHeadquartered in the U.S., delivery centers in India (Bengaluru, Pune), branch offices in Germany, U.K, Netherlands and JapanOur CultureCREATIVE has a flat organization structure and an agile culture of positivity, entrepreneurial spirit, customer centricity, teamwork, and meritocracy.Creative Synergies Group 3 Year VisionGrow engineering team headcount to 2,500 team members.Establish leadership in Cloud Technologies, AI/ML, Data Engineering and Intelligent Connected Products: Vehicle Centric Electronics, Connected Car Solutions, Mobile Robots, Industrial IoTMeaningfully expand into new verticals: EdTech / Publishing, e-commerce and Travel / HospitalityExplore niche acquisitions in the US.Role: Head of Inside Sales, Digital Engineering ServicesReporting Manager: CEOExperience Range: 12 to 18 YearsResponsibilities:Architect Inside Sales Strategy for US MarketCarry Overall SQL Quota for Inside Sales TeamOwn Inside Sales ExecutionHire and Build Inside Sales TeamTrain, Manage, And Mentor Inside Sales Team MembersExecute Inside Sales Outbound Campaigns in Concert with VP Of MarketingEvaluate, Implement, And Execute Technology Tools for Inside SalesCustodian Of Training CalendarResponsible For Crafting, Optimizing and Execution Inside Sales Pitches in Concert with VP Of MarketingDefine Conversion Metrics and Goals in Alignment with Corporate StrategyProvide Reports and Dashboard Visibility to Corporate LeadershipQualifications: Education: bachelor's or master's degree (Engineering preferred); Additional MBA preferredDomain Knowledge (Nice to Have): Digital Engineering, Product Engineering, AI/ML/Data, Infrastructure, Cybersecurity, IoTVertical Experience (Nice to Have): Technology, ISVs, EdTech, e-commerce, Travel, Hospitality, Hi-tech, TransportationExperience: 12 + Years Total Experience8+ Years' Experience in Inside Sales IT Services Focused on US Markets3+ Years' Experience as Head of Inside Sales for a Mid-Sized It Services OrganizationHistory of Good Job Stability in Inside SalesRequired Qualities: High, Positive EnergyAppropriate Demeanor to HireManage and Coach Inside Sales Team MembersQuantitative Approach to SalesHands-On Managerial ApproachCapacity for Effective Stakeholder Management With C-Level

Executive Team and Global Sales Leadership Very Comfortable Communicating / Selling to Customers in US High-Energy And Passion for Success Strong EQ And Emotional Resiliency Pleasant / Likable Personality

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