

Senior Manager - Solutions

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Senior Manager - Solutions

Full Time

Job Code: G-58338

Gurgaon, Haryana, India

1 position

Expires on 31/05/2024

Required Experience

5 - 10 Years

Skills

Solution,

Hardware,

Software

+ 1 more

Senior Manager - Solutions

About gStore:

gStore, traditionally a SaaS provider, is venturing into the realm of hardware reselling to offer comprehensive end-to-end solutions to its customers. This strategic shift aims to provide a one-stop-shop experience, starting with our recent collaboration with groupe dynamite. As we embed hardware reselling into our standard practices, we seek a dynamic individual to

spearhead our hardware strategy and execution.

Role Overview:

The Hardware Consultant / SME / Delivery Manager will play a pivotal role in defining and implementing gStore's hardware strategy. This position is a first-of-its-kind within our organization, offering the opportunity to set a benchmark in hardware consulting and delivery within the retail and RFID space.

Responsibilities:

Develop and execute gStore's hardware strategy, focusing on RFID innovations within the retail industry.

Provide consulting services to clients, advising on hardware solutions that best fit their needs.

Engage in solutioning with a deep understanding of the RFID space.

Lead projects from conception to execution, ensuring client satisfaction and hardware solution success.

Manage relationships with hardware vendors, selecting the best options for client needs.

Drive customer success for the hardware component of our solutions.

Conduct quarterly travel to the US & Canada for client interaction and project advancement.

Understand and work with hardware margins to create compelling business cases for clients.

Objectives:

Within the first year: Facilitate at least 4 RFID deals, ensuring optimal hardware margins and client success metrics.

First 90 Days: Consult with 2 customers to close deals by creating robust business cases.

Streamline the delivery process for hardware solutions, establishing methods and processes for teams and vendors.

Success Metrics:

Hardware deal margins and Customer Satisfaction (CSAT) scores for hardware solutions.

Reporting & Team Collaboration:

This role reports to the GTM Head.

Collaborates closely with gStore hardware vendors, delivery teams, and project management teams.

Cross-departmental interaction to ensure seamless integration and execution of hardware solutions.

Experience Required:

Deep knowledge and experience in RFID technologies within the retail sector.

Proven consulting and solutioning background in end-to-end solutions with hardware and software, preferably in the RFID domain.

Exceptional client interaction skills, with the ability to consult and create tailored hardware solutions.

Strong vendor management and negotiation skills.

Ability to define and implement effective methods and processes.

A coachable individual with a mindset geared towards continuous improvement.

Experience working with or in companies like Avery Denison or RFID Sherpas.

Prior experience in a tech, SaaS, or fast-paced growth environment is advantageous.

Education & Certification:

Relevant degrees and certifications in technology, management, or related fields are preferred.

About Company

GreyOrange is a global technology company unifying AI-driven software and mobile robotics to modernize order fulfillment and optimize warehouse operations in real time. The GreyOrange fulfillment platform is the only fully integrated software and robots solution that uses advanced fulfillment science to instantaneously evaluate order data and compose the best decisions in real time to efficiently orchestrate people, processes and robots. The result is a fast, agile and precisely tuned operation equipped to perpetually meet the what-when-where expectations of today's retail consumer. At GreyOrange, our experts help organizations

master fulfillment in the Age of Immediacy so they keep promises, capture more revenue, save money on fulfillment and improve the work experience for warehouse employees. GreyOrange is headquartered in Atlanta, Georgia has core operations in the United States, Europe, India, and Japan.

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