

Sr. Executive - Business Development

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Company: Creative Synergies Group

Location: India

Category: other-general

Creative Synergies Group Overview Creative is a leading Global Technology Services firm delivering innovative solutions that synergies our deep Engineering Domain expertise and Digital Engineering Services We work with clients across the Global Transportation, Energy/Process, Industrial Product, and Hi-Tech industries. We are currently expanding into Edutech, ecommerce and Travel / Hospitality Creative's global team of 1,200+ "Can-Do" engineers collaborate with our 40+ Fortune 500 clients to help them achieve their strategic and operational objectives (Including Google, GM, Samsung, Tesla, Mercedes, Sony, Mitsubishi) 95% revenue 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 Founder / CEO: Dr. Mukesh Gandhi Former Michigan State University Professor (1984 - 1999) Published Ground-Breaking Technical Publications and Books Supervised PhD, Masters and Undergraduate Research Students - Who Are Now Leaders and Decision Makers in Industry and Academia Awarded Over \$15 Million For Pioneering Research from National Science Foundation (NSF), US Army Research Office (ARO), Defense Advanced Research Projects Agency (DARPA), US National Institute of Standards and Technology (NIST) Founder / CEO of Quantech Global Services Pioneering US-Indian Services company to serve major global automotive OEMs (GM, Ford, Nissan, Peugeot) from India based delivery centers in the early 2000s. Acquired by Wipro (NYSE: WIT) Former Wipro, EDS Chief Executive Founded Creative Synergies

Group In 2011 Locations: Headquartered in the U.S., multiple delivery centers in India (Bengaluru, Pune), branch offices in Germany, U.K, Netherlands and Japan. Culture: Creative has a flat organization and an agile culture of positivity, entrepreneurial spirit, customer centricity, teamwork, and meritocracy. Creative Synergies Group 3 Year Vision Grow overall business at 40% per year for the next 3 years. Establish leadership in Cloud Technologies, AI/ML, Data Engineering and Intelligent Connected Products: Vehicle Centric Electronics, Connected Vehicle Solutions, Mobile Robots, Industrial IoT. Meaningfully expand into new verticals: Edutech, e-Commerce, Travel and Hospitality, BFSI, and Life Sciences Explore niche acquisitions in the U.S. Role: Business Development Executive: Digital Manufacturing Services for US Market Reporting: VP, Location: Pune, India Key Responsibilities: Prospecting: Identify and research potential clients through various channels, including online research, LinkedIn, lead generation tools, and networking. Research: Create Business process documents about the prospects. Outbound Calling: Reach out to prospects via phone and email to introduce our IT services & solutions and build initial interest. Relationship Building: Build and maintain strong relationships with prospective clients. Sales Pipeline Management: Maintain accurate and up-to-date records of leads, opportunities, and client interactions in the CRM system. Technical Understanding: Good understanding of: Control Architecture, detailed Electrical design (for Assembly Automation lines) PLC programming and Robotics (for Assembly Automation lines) Exposure to global standard for Controls design is preferred (example: VASS standard) Capable of preparing a technical proposal for design / engineering of a stand-alone machine / complete automation line. Client satisfaction Survey: Manage customer relations by maintaining consistent communication with client & collecting and evaluating the feedback to ensure repeat orders Achieve Targets: Meet or exceed monthly and quarterly leads quotas and targets. Market Research: Stay informed about industry trends, competitive offerings, and market dynamics to adjust sales strategies accordingly. Qualifications: • Bachelor's degree in Engineering • 3-5 years of experience with Proven track record of success in inside sales, preferably in the Engineering services or technology sector. • Excellent communication and interpersonal skills. • Familiarity with CRM software and sales automation tools. • Self-motivated & goal-oriented. • Strong problem-solving skills and a customer-focused mindset. • Knowledge of Engineering services and outsourcing concepts is a plus.

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