

Account Director - Telco

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Company: Virtusa

Location: Dubai

Category: healthcare-practitioners-and-technical

Account Director - Telco - 107479 Description

Summary of Position

Virtusa's digital Telco IT solutions and outsourcing services provide Telco organizations with the innovation and transformation expertise to meet competitive, regulatory, financial, and customer service requirements. This role is a client services position that will report into the Telco Sales Business Unit (SBU) and work closely with the segment leadership team.

You will have responsibility of expanding Virtusa's client base in a specific region or accounts by prospecting and acquiring new logos / client relationships.

Must play a key role in our growth and are tasked with rapid business expansion within their assigned accounts, including growing a select client cluster with clearly established top-line and bottom-line targets, and being able to sell new service offerings and solutions to the client cluster to achieve targeted results.

You should have a proven record of accomplishment of being an over-performer/exceeding targets, and should be self-motivated, detail oriented, and a good should be comfortable in groups/teams and be able to both lead and follow. Must bring top-notch consulting /relationship management skills and a deep appreciation of IT tools, techniques, systems and solutions.

The Client Partner will be held accountable against Measurable Revenue/Profit Growth within set timelines.

Experience working at an IT services firm that has focused on selling digital and cloud

transformation services. You should be comfortable speaking with both senior level technology, and non-technology buyers. You can interact at a strategic level, convey complex concepts, and articulate value.

Responsibilities

Primary responsibility to drive new business development efforts in new LOBs within established Telco clients.

Enhance and broaden the relationship in existing clients.

Experience identifying, mapping and prospecting new stakeholders and leveraging sales driven process to build pipeline.

Establishing and building trust and leveraging client context by understanding client's overall business goals.

Positioning Virtusa as a Strategic IT partner and identifying avenues for Virtusa to implement IT solutions.

Directing and managing the overall client relationship to include work quality and customer satisfaction.

Qualifications

A minimum of 10 years of experience in a client facing role or account leadership role in the IT professional services or management consulting firm.

Experience managing quarterly revenue targets and pipeline management, leading the sales process from initial customer meeting through to proposal and contract closing.

Experience with the global service delivery model.

Proven track record in client business development, sales, and relationship management.

Past experience managing a large revenue client (P&L including reporting and metric assessment for the account)

Possess Telco and/or insurance domain expertise.

Have a strong background in a project environment and application development.

Strong understanding and knowledge of and impact of Telco industry trends.

Bachelor's Degree.

Knowledge of value articulation principals include client ROI and appropriate storyboarding techniques.

Knowledge of Client context and client engagement guidelines including organizational sensitivities to consistently look for new solutions.

Specialized knowledge of industry analytics and is able to use trends to forecast and provide inputs within the organization to come up with right solutions.

Primary Location Other, New York, United States Job Type Experienced Years of Experience 20 Travel Yes, 25 % of the Time

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