

Key Responsibilities

- Engage with marketing clients and help them succeed.
- Design solutions & extract insights from sales, market research and other available data and provide data analysis, synthesis & presentation support.
- Project & team management.
- Lead project delivery: Co-ordination & communication with clients/onsite teams, data suppliers & internal delivery/development teams.
- Ensure all deliverables meet client expectations & deadlines.
- Manage direct reports – Training, supervision & appraisals of resources.
- Meet revenue & productivity targets.

Business Development

- Focus on generating repeat business by achieving high level of client satisfaction & building relationships.
- Support the sales team with leads, new ideas/solutions & competitive proposals.
- Work directly with the AQ account manager and with P&L responsibility.

Essential Skills & Competencies

- Excellent marketing domain knowledge, particularly in the consumer goods domain.
- Good at analytical thinking & structured problem-solving methods.
- Should be willing to continuously co-ordinate with onsite clients and teams in India and handle late night calls as required.
- Have a consulting orientation; gather different perspectives, examples and also generate fresh ideas to enrich day-to-day work & enhance solutions.
- Willing to travel onsite as and when required.

Additional Skills Preferred

- Knowledge of software development lifecycle and/or project management systems.
- Hands-on experience working with large data-sets, SQL or information systems.

Qualifications

- 3-5 years' post-MBA experience in FMCG sales/marketing, or IT/consulting is required.
- Software development or IT/IS experience (pre-MBA) & certifications will be preferred.

Salary & Other Details

Salary including benefits will be based on prior experience & qualifications and will match industry standards.