



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 462

Dated: 10th February 2023

Sub. Placement opportunity for MBA students (USMS only) of the batch passing out in year 2023 in the company “Aliens Group”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students (USMS only) of the batch passing out in year 2023 in the company “Aliens Group” for your reference and circulation to students to apply on given link by **12th February 2023**:

Registration Link - <https://forms.gle/dfcC3JHL4ciG9EBw7>

ALIENS GROUP is looking to hire for the roles such as Sales, Marketing, HR, Digital Transformation, Strategy, Procurement and Finance (Investment Banking).

CTC Offered: 15 LPA (Only MBA)

Fixed: 10 L

Retention: 2 L

Variable: 3 L

Location : Hyderabad

Selection Process: Resume Shortlist ->Psychometric Test ->Personal Interview

Detailed JDs are attached.

LAST DATE FOR REGISTRATION IS 12th February 2023.

(Ms. Nisha Singh)
Placement Officer, CCGPC

About Company - ALIENS GROUP is a premium real estate player based out of Hyderabad. It is poised to dominate the real estate market with a land bank of 1500+ acres land and to transform the way we live by matching it up with global standards and delivering exceptional quality of living spaces governed by our idea of “intelligent living”. Headquartered in Hyderabad, Aliens Group includes companies such as Aliens Infra Tech Pvt. Ltd. and Aliens Developers. We have successfully executed multiple projects such as Sweet Home Venus, Fast Track, Aliens Blend, Aliens Valley and Aliens Elite



www.aliensgroup.in

'INTELLIGENT LIVING'



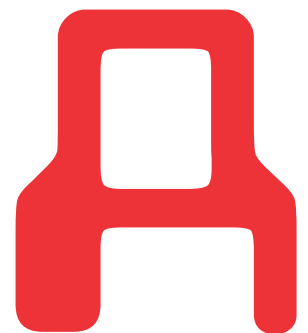


' I N T E L L I G E N T L I V I N G '

Since its inception in 2004, Aliens Group has come a long way in redefining the cityscape of Hyderabad with its passion for innovation and engineering in developing large scale communities.

Aliens Group, Hyderabad, is reputed for its new-age designs and quality construction showcased in our residential projects and townships. At present, the focus is on developing residential projects and townships in Hyderabad. In the long run, the Company plans to be active across other key Indian cities and various asset classes of real estate in order to comprehensively capture the huge India-opportunity.

Partnering with best-in-class internationally acclaimed architects and design consultants, Aliens Group delivers quality at attractive prices - leveraging substantial expertise to create significant value for customers and stakeholders.



BRAND "Aliens"

THE TIMES OF INDIA

ALIENS SPACE STATION

LUXURY OF CHOOSING FROM **28** PLANS

CALL NOW: 800202444 | 98022 34944 | 98022 34904

ALIENS SPACE STATION

LUXURY OF CHOOSING FROM **28** PLANS

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THE TIMES OF INDIA

Aliens group celebrates **1236** happy families...

CALL NOW: 800202444 | 98022 34944 | 98022 34904

ALIENS SPACE STATION

LUXURY OF CHOOSING FROM **28** PLANS

THE TIMES OF INDIA

ALIENS SPACE STATION

EXPERIENCE PARADISE

ALIENS SPACE STATION

THE ULTIMATE SPACE OF LIFE

CALL NOW: 800202444 | 98022 34944 | 98022 34904

Media Recognitions

FUTURISTIC LIVING



Continued from page 15>

The project is pre-certified with Indian Green Building Council (IGBC) with Platinum rating, the highest in the category. It has advanced air ventilation systems with CO2 sensors have been designed in basements to accommodate six air changes per hour for a healthy environment. Headquartered in Hyderabad, the Allens Group was founded in 2003 and has grown considerably since in providing modern, innovative and intelligent living spaces and creating infrastructure projects across the country. Today, Allens group is known for developing exclusive townships and satellite cities in prominent locales of Hyderabad. International consultants, advisers, associates, local brand architects and engineers share their knowledge and expertise in developing the current bevy of projects. Allens is a tightly knit company of people who share the same vision. Each project is signed with the ultimate goal of creating intelligent, eco-sensitive communities that make modern life easier, healthier and more comfortable.

The efforts of the company in meeting international standards of construction were recognized and lauded at the Asia Pacific Property Awards which celebrates the best developers, architecture and interior design firms across the Asia Pacific region. The event, held in Kuala Lumpur in association with HSBC Bank Malaysia kicked off the Asian Institute of Chartered Surveyors Asia on April 27 with of leading property professionals behind award-winning projects to receive their accolades.

With over 100 participating companies from India and over 400 companies from the Asia Pacific Region, Allens Group emerged a winning company and won two prestigious awards, 'Highly Commended Apartment' and 'Highly Commended Mixed Use Development' for its residential project Space Station at Telangana, Hyderabad. The Asia Pacific Property Awards are part of the long established International Property Awards and its award winners logo is recognized as a symbol of excellence throughout the global industry.

Harit Chalia, MD, Allens Group, says, "Allens is a tightly knit company of people who share the same vision. We are all determined in developing modern and infrastructure solutions that revolutionize design, innovation and construction. Through global design standards, insightful attention and superb living experience, we want to inspire our residents. We rely on international architects and other professionals, respectively for some of the world's most famous architectural landmarks, to bring us the most useful solutions that would truly make the lives of residents a joy."



NDTV Clipping

Times of India, Hyderabad

Proud builders

The Allens Group emerged victorious at the International Property Awards Asia Pacific 2012. The city builders pocketed the Highly Commended Apartment and Highly Commended Mixed Use Development - India awards for their residential project at Telangana Space Station. While the heads of the group are overwhelmed by the honour, with this award Hyderabad makes an impressive entry on to the global scene as one of the fastest growing cities in India. This is no mean feat, considering the fact of a drop in real estate due to the socio-political instability of the past year.




An image of the Allens Space Station of Telangana that has been awarded.

INTERNATIONAL PROPERTY AWARDS ASIA PACIFIC

These annual awards are internationally recognized.

Deccan Chronicle, Hyderabad

YOUNG TURKS

I love how the unique design ideas which include things like, wood and ventilation across three sides, landscaping, open level look and more. We have also brought the green building concept into reality so that better energy saving and saving money naturally which the project owners save and more resources for all of us owners. These amenities is one of our greatest features, and this is also a key differentiator for the Allens Space Station. I believe transparency is normally thought better home and fresh inside, about lighting, call up the lift to avoid the heat and more many facilities that simply put looks like much better. If I've have ever considered how to keep an eye on my kids while you are at office, well, here's your answer.

How much do you know on adopting eco-friendly and sustainable measures? Have you implemented any innovative method recently? If yes, please discuss.

There's a fairly consistent in providing living spaces that maximize energy efficiency. Space that was built by the Allens Group building project is awarded by the IGBC. We target and customers to recognize their objectives to meet on how do these lines and we're going to live right about to help them do so. We use advanced building materials and technology that reduce energy and promote cooling so that you don't need to rely on the AC too often. Space Station is a great fit for your green lives and so on.

...in making creative landscaping a permanent feature in our projects. We have also used design intelligently, using such design to provide extra ventilation and reduce the reach of sunlight. We don't want our customers to ever worry about their houses getting hot again.

...because we have already thought about and resolved it significantly.

Your company is affiliated with many international architects? What kind of expertise do they bring in?

We work with some of the world's most famous architectural landmarks, to bring us the most useful solutions that would truly make the lives of residents a joy.

...and other people who are not going back to the office. Through global design standards, insightful attention and superb living experience, we want to inspire our residents. We rely on international architects and other professionals, respectively for some of the world's most famous architectural landmarks, to bring us the most useful solutions that would truly make the lives of residents a joy.



...CONSTRUCTION BUSINESS TODAY

Construction Business Today

Proud Acknowledgments

Brand 'Aliens Group' is one of the well-recognized brands in the State today. The company is also the recipient of several prestigious awards such as :

- International Property Award (Asia Pacific) 2012
 - Highly commended Apartment -India
 - Highly commended Mixed Use Development -India
- Cityscape Award for Best Residential Development - Future
- Platinum pre-Certification by Indian Green Building Council -IGBC



Ongoing Project: 01



**ALIENS
SPACE STATION™**
GACHIBOWLI - TELLAPUR, HYDERABAD

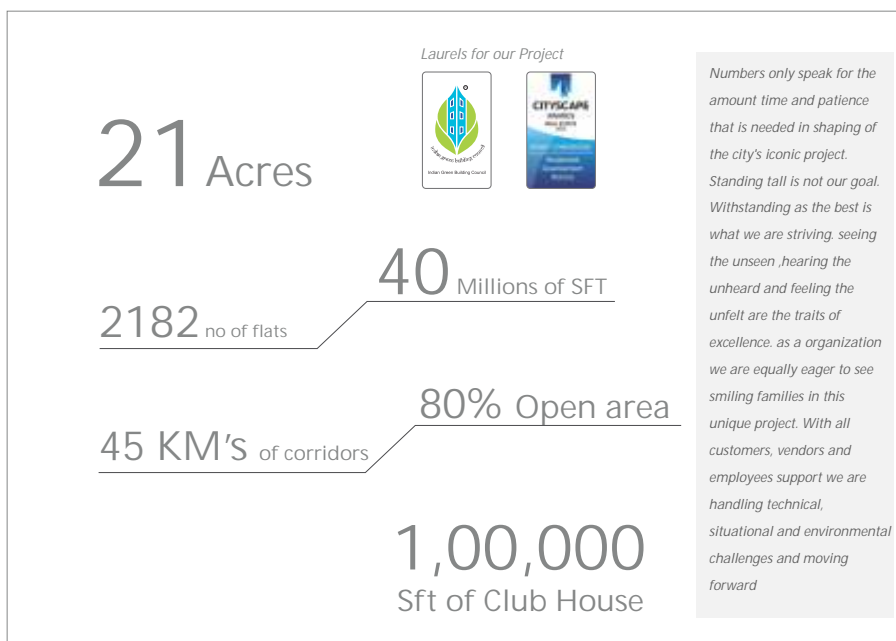
Aliens 'Space Station1' is all about integrating the modern day concept of 'Live. Work. Play.'

Located in Gachibowli-Tellapur, Aliens Space Station1 offers 30 floors of "Intelligent Living" in close proximity to the city's hottest developments, such as the IT zone, financial sector, hospitality services and the upcoming US consulate - all of which a stone's throw away.

PROJECT Details

2182 apartments | 80% Open area | 14 Stations | 30 Floors | 28 Floor plans

1500 Flats Sold



APARTMENT OPTIONS:

2BHK : 1122sft - 1402sft | 3BHK : 1344sft - 2208sft | Duplex : 3569sft - 5036sft | Penthouse : 4945sft - 7674sft



Strategically Located:

07 mins to Gachibowli
 10 mins to Hitech city
 20 mins to International Airport



- First in the city with 30 floor Residential Towers
- One of India's first 'Platinum' rated Green Township pre-certified by IGBC
- Advanced Home Automation Features and Systems in each Apartment
- Sky Gardens & Sky Lounges
- Mini Golf Driving Range
- Wi-Max enabled Township
- Lake view Apartments
- Indoor Squash & Basketball Courts
- 3 Swimming Pools
- Multiplex & Retail Zone

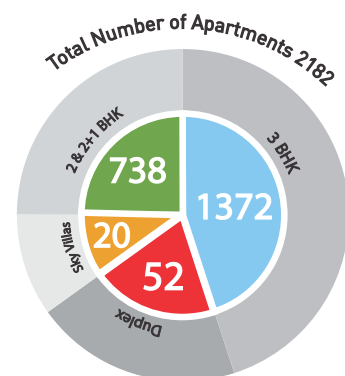
Unique Features

Helipad | 45 Acres Natural Lake | Biometric Security System | Double-Height Car Parking | Planetarium on the 30th Floor | 1.7km Jogging & Bicycle Track | 34 Sky Lounges & Pocket Gardens | Infinity Swimming Pool | Exclusively Designed 1Lakh. sft Clubhouse | Interconnected Corridors for Easy Connectivity

Sports Features

Basket Ball Court | Shuttle & Squash Court | Table Tennis | Skating Rink | Indoor Swimming Pool | Carrom & Chess | Creche | Pistol Shooting Range | Spa with Sauna/Jacuzzi | Yoga & Meditation Hall | Banquet Hall | Library & Stationary Store | Play Area | Tennis Court | Wading Pool | Cricket Nets | Golf Driving Range | Mall & Multiplex | Amphitheater

LUXURY OF
 CHOOSING
 FROM
28
 PLANS



Ongoing Project: 02

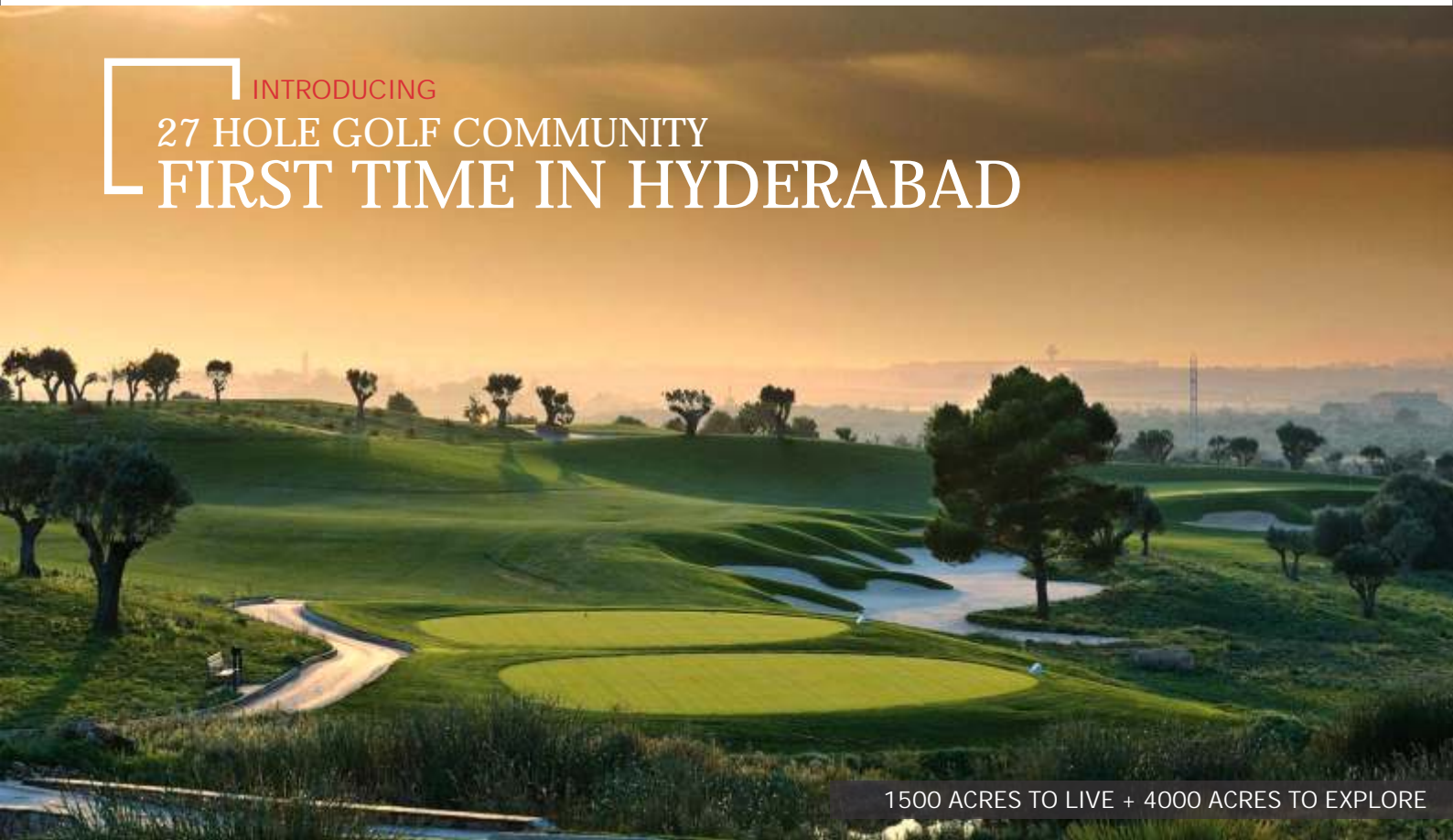
Aliens HUB



INTRODUCING

27 HOLE GOLF COMMUNITY

FIRST TIME IN HYDERABAD



1500 ACRES TO LIVE + 4000 ACRES TO EXPLORE

In the heart of New Hyderabad, is Aliens HUB- an unparalleled satellite city and city retreat resort spread over 1500 acres. It is located at 30 minutes drive from the Shamshabad International Airport and is well connected with the Outer Ring Road. The project will be developed in three phases, with a completion span of Three, Five and Ten years respectively.

27 HOLE GOLF COURSE | 5 STAR RESORT | RESIDENTIAL PLOTS & VILLAS

- CLUBHOUSE
- GOLF VILLAS
- DRIVING RANGE
- GOLF COURSE
- 27-HOLE GOLF COURSE
- GOLF ACADEMY
- PRO SHOP



GOLF VILLAS / PLOTS

Havens of green, visible from all your rooms while you live surrounded by intelligent luxury. European style Villas with just the right touch of customization.



Hill Top Villas/ Plots



Week-end Homes



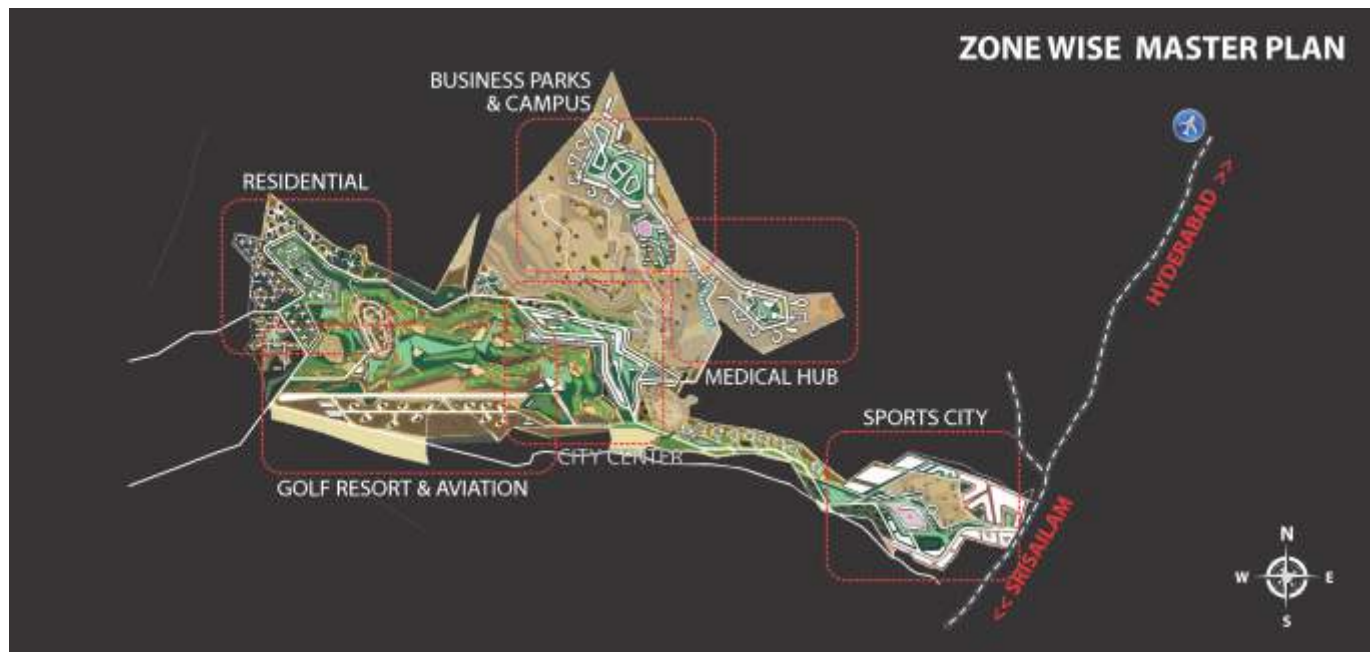
Row Houses



5 Star Resort & Spa



Fly-in Homes



Aliens HUB– Phase-wise Development Plan

Phase - I

<p>Golf Course Driving Range 9 Hole Golf Course Golf Academy Pro Shop</p> <p>Hospitality 5 Star Resort & Spa Convention Center Exhibition Center Night Club Multi-Cuisine Restaurants</p>	<p>Residential Open Plots (300 Ac.) 300 Sq.yds 500 Sq.yds 700 Sq.yds 1000 Sq.yds 2000 Sq.yds</p> <p>Club House Swimming Pool Guest Rooms</p>	<p>Housing Golf Villas Contemporary Villas Row Houses Weekend Homes Forest Villas Hill-Top Villas Serviced Villas</p>	<p>Recreation Tennis & Squash Gym & Health Club Rock climbing Horse-riding Club Indoor Games</p> <p>Sustainability Wind Power Solar Power Green House</p>
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Phase - II

<p>Housing Hill-top Villas Forest Villas Eco Homes Chalets Low-rise Apartments Serviced Apartments Cluster Housing Assisted Homes Fly-in Homes</p>	<p>Golf Course 27 Hole Signature Golf Course Putting & Practice Range</p> <p>Health & Wellness Center Health Farm Spa Gym Yoga/ Ayurvedic Center</p> <p>Recreation Entertainment /Leisure Zone Multi-Utility Sports Complex</p>	<p>Aviation Airstrip Helipad Aero-modelling Club Fly-in Homes Fixed-base Operations Hangar</p> <p>Education Zone International University Campus International Residential School Technology Campus</p>
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Phase - III

<p>Commercial & Retail Shopping Mall Multiplex Theater Hyper Market</p> <p>Sports City Sports Club Aquatic Sports Complex Sports Stadium</p>	<p>Housing Low rise Apartments Mid rise Apartments High rise Apartments Hill-top Villas Forest Villas</p> <p>Civic Center Library Post Office</p>	<p>Health Care Super Specialty Hospital 24/7 Pharmacy with Diagnosis</p> <p>Business Parks IT Sectors Incubation Center Office Spaces</p>
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Come to the Hub of a new world. Your world

BRAND "Aliens"

THE TIMES OF INDIA

Hub

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SPORTS CITY

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INTERNATIONAL EDUCATION HUBS FOR

OFFICE / COMMERCIAL SPACES

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International Consultants

SPARCH - Singapore
Chief Architects & Planners

 **DAVIS LANGDON & SEAH CONSULTING**
Singapore / India (Cost Management Consultants)

 **Duffill Watts**
Consulting Group
Traffic Management Consultant, New Zealand

 **SMC
ALSOP**
London (Architectural Consultants)

 **Ranhill** Malaysia
Mechanical, Electrical & Plumbing consulting

 **PERIDIAN**
Landscape Architecture & Master Planning
Landscape Architecture and
Master Planning

 **MEINHARDT**
INFRASTRUCTURE
Structural Engineering & Design
Management consultants, Singapore

 **CISCO**
Technology Partner | Smart+Connected Communities
changing City, a Country, the World

SPACE Konstryst

Project Management Consultants



Aliens Group has long partnered with some of the finest and best-in-class firms to assemble teams that would deliver top-quality products. Making High-Class living available to the Upper Middle Class segment has been the defining theme across all projects of the Company. Some of the internationally acclaimed architects and design consultants that the firm has partnered with include SMC ALSOP (London), Ranhill (Malaysia), Meinhardt (Singapore), URL (Singapore) and Peridian (Singapore).



Enquiries:
+91 40 4033 6666

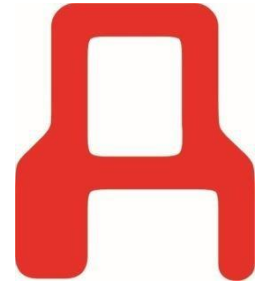


SMS:
ALIENS to 56677



Email : sales@aliensgroup.in
Web : www.aliensgroup.in

Corporate Office: Aliens Space Station, Tellapur, Gachibowli, Hyderabad, TS - 502032



Position Specification

Aliens Group Pvt. Ltd.

Digital Transformation, Hyderabad



ABOUT

ALIENS GROUP is a premium real estate player based out of Hyderabad and poised to dominate real estate market with a land bank of 1500+ acres land to transform the way we live by matching it up with global standards and deliver exceptional quality of living spaces governed by our idea of 'intelligent living'.

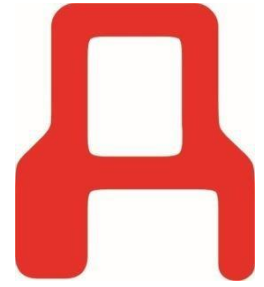
Founded in 2004 with the visionary zeal of transforming Hyderabad's landscape, Aliens Group has achieved spectacular feat in real estate industry. Headquartered in Hyderabad, Aliens Group includes companies such as Aliens Infra Tech Pvt. Ltd. and Aliens Developers. Having successfully executed multiple projects such as Sweet Home Venus, Fast Track, Aliens Blend, Aliens Valley, Aliens Elite etc., Aliens Group has lived up to its name and reputation and made a mark for itself by winning multiple accolades. Some of its flagship ongoing projects such as Aliens Space Station and Aliens Hub are one-of-its kind developments in Indian housing and living space.

Delivering a world-class living experience, projects from Aliens are making living an intelligent and effortless experience. Every living space is designed to optimise its performance through the linkage and cross-section of sustainable architecture, modern technology and a joyful user experience. Undoubtedly, Aliens is paving way for re-defining living experience in India in commensuration to that of the best liveable cities in the world.



Key Responsibilities

- Develop organization level policies and processes for sales, inventory management, pricing and customer relationship management (CRM)
- Develop digital vision for the organization by creating automated workflows
- Evaluate tools for automating workflows and negotiate, finalize and implement the tools
- Manage investor relations - prepare monthly reports and demand letters and publish it to the investors
- Manage the documentation process for the entire customer life cycle from purchase of flats handover of flats
- Responsible for managing customer payments from sales and CRM teams
- Manage monthly automated customer demand process.
- Manage customer-related tax accounting processes.
- Process sales and deviation approvals including sale receipts, KYC, CIS, salesforce and interoffice notes on various exceptions for sales and CRM
- Formulate and implement incentive policy including processing of incentives for marketing, sales and CRM
- Ensure compliance and error free documentation process to avoid any future complications and avert any fraudulent deals and follow banking & real estate sector guidelines
- Providing effective assistance to the team members and guiding them in achieving hassle free collections and closures with concerned stakeholders



Position Specification

Aliens Group Pvt. Ltd.

Human Resources, Hyderabad



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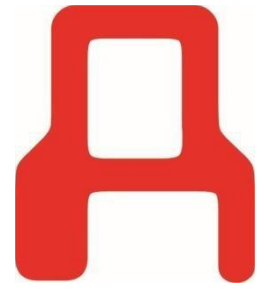
Key Responsibilities

- Ensuring talent acquisition and retention measures across verticals and grades
- Achieving cent percent human resources strength as per sanctioned numbers
- Conducting timely attrition analysis and suggesting various retention measures
- Taking ownership of entire employee life cycle- from onboarding to separation
- Ensuring completion of all HR operational processes- Joining Formalities, Confirmations, Transfers, F&F settlement etc.
- Maintaining monthly MIS reports and ensuring a proper file and database management
- Conducting various engagement drives and initiatives to ensure high employee connect
- Managing employee grievances and resolving their queries
- Providing assistance to PMS team in ensuring cent percent completion of annual appraisals
- Coordinating with L&D team in increasing training attendance and effectiveness

Candidate Profile

Specifically, the candidate should have:

- MBA/PGDM from Tier-1 B-school in HR or equivalent field
- Professional experience of handling entire employee life cycle- Hire to Retire, HR Operations, Employee engagement and driving other CoE functions
- Excellent interpersonal, communication skills and stakeholder management skills



Position Specification

Aliens Group Pvt. Ltd.

Investment Banking Analyst, Hyderabad



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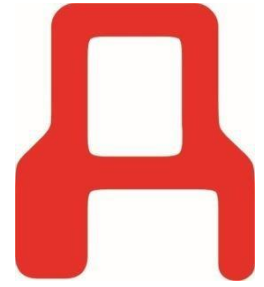
Key Responsibilities

- Work closely with the Investment Banking Head on executing PE deals in real estate & construction sector.
- Build a strong understanding of the organization and the sector in which we operate and use this knowledge to improve the analysis of financial parameters
- Oversee research and analysis on areas including but not limited to company's primary industry, competitors, macro-factors affecting the industry, company's position within the industry
- Analyse company, build business models, assess capital requirements, prepare pitch book, design financial models, perform deal structuring and create any other collateral required for deal making
- Assist in the entire process i.e., deal origination, manage the deal, get competing offers, assist in commercial & legal due diligence and deal closure.
- Understanding of tax implications during structuring deals like amalgamation and mergers, slump sales, floating of SPV, dividend distribution tax, intercompany borrowing, NCD, CCD, equity at the entity level, SPV level, other regular taxes like direct taxes and indirect taxes implications

Candidate Profile

Specifically, the candidate should have:

- B.Tech./ MBA from Tier 1 institutes; CFA or CA first attempt
- Demonstrated knowledge of Financial Statement Analysis, Business Analysis and Corporate Valuation
- High degree of business and financial modelling skills & ability to prepare high quality pitch-books and information memorandums
- Prior work experience that includes working with investment banking, management consulting and/or large firms with active deal origination businesses is a bonus
- Excellent at complex data analysis and good at number crunching
- Excellent communication and presentation skills
- Proficient in using Advanced MS Excel, MS PowerPoint, appropriate tool for developing financial models, Analysis, Charts, Graphs etc.
- A strong individual contributor who can work with minimal direction and oversight
- Strong business acumen with acute understanding of Finance, Accounting etc.



Position Specification

Aliens Group Pvt. Ltd.
Marketing, Hyderabad



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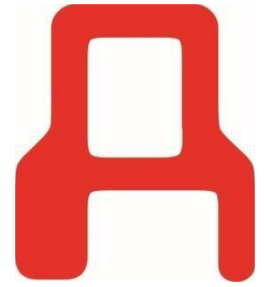
Key Responsibilities

- Developing sale proposals and quotations and maintaining relationship with clients and agencies
- Devising advertising solutions to maximize business opportunities
- Assist clients/ organization to devise advertising solutions
- Maximize potential opportunities through advertising and provide continuous assistance
- Developing and coordinating launch plans and defining product pricing
- Work with online marketing to assess media buying, business development to assess partnerships, product for in-product virality
- Optimising distribution channels and executing marketing programs such as on social media
- Identifying new digital marketing trends and optimising our content for website and social networking channels

Candidate Profile

Specifically, the candidate should have:

- MBA/PGDM from Tier-1/2 B-School in Marketing/Sales or equivalent field
- Experience of digital marketing, solid knowledge of website analytics tools (e.g., Google Analytics, Hotjar/Crazyegg, Amazon Pi, SEMrush, SimilarWeb, SocialSprout)
- Data-driven, structured problem solver, excellent communicator (written and verbal)



Position Specification

Aliens Group Pvt. Ltd.

Procurement



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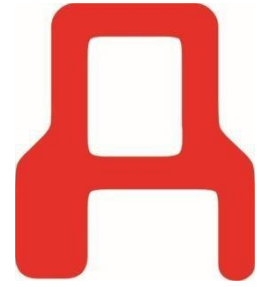
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Key Responsibilities

- Researching potential vendors and suppliers; locating vendors of materials, equipment or supplies, and interview them in order to determine product availability and terms of sales
- Prepare and process requisitions and purchase orders for supplies and equipment; negotiating contract terms of agreement and pricing
- Represent companies in negotiating contracts and formulating policies with suppliers; comparing and evaluating offers from suppliers
- Review, evaluate, and approve specifications for issuing and awarding bids; prepare bid awards requiring board approval
- Track orders and ensure timely delivery; track incoming inventory, delivery arrival time, and note actual arrival time
- Collaborate with financial team members on contracts, invoicing, and other financial matters
- Perform risk management for supply contracts and agreements; preparing Comparative Statements and analyzing quotations
- Analyze market and delivery systems in order to assess present and future material availability
- Provides purchasing planning and control information by collecting, analyzing, and summarizing data and trends
- Control spend and build a culture of long-term saving on procurement costs



Position Specification

Aliens Group Pvt. Ltd.

Sales, Hyderabad

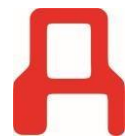


ABOUT

ALIENS GROUP is a premium real estate player based out of Hyderabad and poised to dominate real estate market with a land bank of 1500+ acres land to transform the way we live by matching it up with global standards and deliver exceptional quality of living spaces governed by our idea of 'intelligent living'.

Founded in 2004 with the visionary zeal of transforming Hyderabad's landscape, Aliens Group has achieved spectacular feat in real estate industry. Headquartered in Hyderabad, Aliens Group includes companies such as Aliens Infra Tech Pvt. Ltd. and Aliens Developers. Having successfully executed multiple projects such as Sweet Home Venus, Fast Track, Aliens Blend, Aliens Valley, Aliens Elite etc., Aliens Group has lived up to its name and reputation and made a mark for itself by winning multiple accolades. Some of its flagship ongoing projects such as Aliens Space Station and Aliens Hub are one-of-its kind developments in Indian housing and living space.

Delivering a world-class living experience, projects from Aliens are making living an intelligent and effortless experience. Every living space is designed to optimise its performance through the linkage and cross-section of sustainable architecture, modern technology and a joyful user experience. Undoubtedly, Aliens is paving way for re-defining living experience in India in commensuration to that of the best liveable cities in the world.



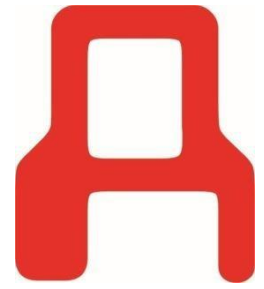
Key Responsibilities

- Developing sales strategies to acquire new clients and creating new lines of revenue
- Monitoring competition, economic indicators and industry trends
- Provide expertise when setting and adjusting pricing plans and discount rates
- Tracking sales team metrics, analysing sales team data and developing plans to address performance gaps
- Setting targets, performance plans and standards for sales representatives and coaching individual reps to improve sales performance
- Enabling team by duly acknowledging team members achievements and accomplishments, planning and implementing regular training programs for skill building

Candidate Profile

Specifically, the candidate should have:

- Excellent academic record with 80% or more in at least one board examination or higher
- Undergraduate and Post-graduate (if applicable) from NIRF ranked campus
- Extremely comfortable with numbers and sales planning by preparing budgets and approving expenditures
- Excellent communication, presentation, negotiation and team management skills



Position Specification

Aliens Group Pvt. Ltd.

Strategy, Hyderabad



ABOUT

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Key Responsibilities

- Researching and developing sales and marketing opportunities and plans, understanding consumer requirements, identifying market trends, and suggesting system improvements to achieve the company's sales and marketing goals
- Undertake various strategic sales initiatives from time to time to effect the organizational changes by conducting market analysis to understand demand supply and other attributes and distributions.
- Generating unique sales plans, creating engaging advertisements, emails, and promotional literature, developing pricing strategies, and meeting marketing and sales human resource objectives.
- Conceptualize innovative schemes and programs to assist the sales team in aiding customer attraction and retention; work with channel strategy team to incorporate brand inputs used in the development of Sales, Marketing / Channel Strategy
- Execute Sales and Marketing updates with a focus on performance forecasting, strategic quota setting, territory design and Marketing goals
- Identify critical bottlenecks in the process and be a solution provider to the same and conduct such analysis on a daily basis
- Meet marketing and sales financial objectives by forecasting requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions
- Responsible for solution implementation at an enterprise scale by collaborating with technical and business stakeholders to ensure alignment on business process improvement.