

Title of Function: **Alliance Manager**

THE JOB:

- Identify prospective Strategic Alliance Partners
- Develop and Manage Strategic Alliance Partners
- Acquire and Develop business with Strategic Alliance Partner
- Co-ordination with other departments for effective post sales experience and Faster Merchant live go process
- Fulfilling Sales targets as per plan
- Manage and maintain records of SA-P's Merchants
- Manage and maintain records of prospective SA-P's.
- Share and seek out best practices and Knowledge
- Plan and execute training and regular partner visits accordingly
- Maintain knowledge of key events in and their impact of the partner/company/industry

YOUR PROFILE:

To enable to accelerate the growth we need an aggressive, confident, experienced & result oriented talent:

- Management Grad/Post Graduate with Good communication skills
- Experience in Sales with minimum of 3 years.
- Team Leading/Managing Abilities
- E-commerce Knowledge added Advantage
- Business Understanding and good networking
- Good coordinating abilities
- Understanding of KYC norms added advantage
- Good Negotiation and Convincing skills
- Agile and Adaptable
- Strong Numerical and analytical skills
- Strong Interpersonal skills
- Creative and Innovative

OUR OFFER:

As a member of a young and dynamic team, you will be offered:

- A challenging role in a fast growing company and one of the key players in India with introduction of new products.
- A salary package related to your experience and results.
- Regular feedback via a company-wide appraisal initiative with focus on personal objectives, personal growth, short and long term career goals.
- Position based in Chennai/Hyderabad