

	<b>Job Description</b>	<b>Format No:HR_F_160</b> <b>Version: 2.0</b> <b>Date: 23-Jul-21</b>
<b>Head Retail Marketing &amp; Sales - JD (DJD2024016)</b>		
<b>Roles</b>	Head - Marketing & Sales	
<b>Responsibilities</b>	To Lead Marketing & Sales initiatives in different Focus Areas, Market Segments & Geographies as per the Company's Annual Plans and Strategic Roadmap. Develop and execute strategic plan to achieve sales targets Build sustainable customer relationships Develop & Expand customer base in different Geographies Customer Acquisition & Retention Partner with customers to understand their business opportunities Enrich Value proposition through proposals and presentations Understand Focus Areas & Segment -specific landscapes and trends Periodic Reports on dynamic Market shifts Drive Growth Opportunities Establish Channel Partners and system Integrators to extend Market reach	
<b>Category</b>		<b>Description</b>
<b>Qualifications</b>	Masters / Bachelors in Engineering / Science	
<b>Experience</b>	15+ years experience in Industry in relevant areas and atleast 5 years experience in Marketing & Sales Role Passion for Excellence in Customer Centricity Passion to connect / travel to meet Customer	
<b>Technical &amp; Process Capabilities</b>	Business development and Sales Experience, Understanding process of Pre-Sales to closure Absorbing Product & Solution Features and Articulating effectively to Customer Competition analysis, Business Case Product & solution Positioning Domain Knowledge in one of the Areas of Retail Automation / Industrial Automation CRM Hands on experience	
<b>Behavioural Capabilities</b>	Passion for multi-cultural connections Excellent Presentation skills Excellent Verbal & Written Communication Team player, Capable to interact / interface with customers, partners, Top Mgmt, cross functional team Entrepreneurial, Action & Result Oriented Perseverance, Agile & Flexible	
<b>Values</b>	Accountable & Responsible, Ethics & Integrity, Knowledge, Collaboration, Caring, Agility, Empowerment with Accountability and Sustainability	
<b>Preferred Experience, Knowledge &amp; Attributes</b>	Experience in , IIoT, Retail Automation in Domestic or International Market Experience in Working with Channel Partners and system Integrators Product and Solution Selling Experience	
<b>Compensation</b>	<b>To be filled by HR</b>	