
Pre Sales Consultant- BPO, Pune (5 yrs+)

for International BPO

Job Location : Pune

Salary : 13 - 0 Lakh Per Annum

Experience: 0,16 Posted on: 09 Mar

Industry: KPO/Research Analyt

Job Type : Permanent

Job Description

Employer : Leading International BPO

Location : Pune

Designation : Consultant

Profile : Pre Sales Consultant

Functional Criteria:

-Overall 5 -10 years of work experience with recent relevant experience of 2-3 years in Solutions, Presales, Transformation and Quality teams in Utilities, Telecom, e-retail domains.

-The incumbent will work with the Business Development Team or Operations Team to build customized solutions for new client engagements in Utilities, Telecom domains within the BPO space. This will entail creating compelling value proposition for the clients, developing migration and implementation solution, providing inputs to effectively price service provision.

Key Job Responsibilities:

- Respond to RFP/RFIs for Industry specific and contact center opportunities in Utilities, Telecom for UK, US and AUS
- Architect customized transformational BPO solutions for new and existing client engagements. This will entail responding to RFX capability questions, solution architecting and creating compelling value proposition for clients and providing inputs to effectively price service provision.
- Good understanding of Industry and Industry specific best practices and familiarity with technologies e.g. SAP ISU, Digital, Automation.
- Good proposal writing skills and deep knowledge of Industry specific practices enabling operations.
- Good understanding of automation and self-serve strategies, exposure to building Digital/Multichannel/Omni-channel solutions.
- Ability to conceptualize and lead the solution and transformation thinking.
- Leverage extensive industry research gathered for effective solution to create solutions based on the client / industry specific problem or challenges

- Extensive interaction with sales, business users, senior management and IT.
- Ensure timely drafting and delivery of solutions and bids.
- Travel to global locations to present solutions and propositions and discovery sessions.
- Develop practice capability through disruptive solutions and offerings.

Please send your CV with below details if this suits your requirement:

1. Current Salary:
2. Expected Salary:
3. Current Employer:

4. Current Location :

5. Current Location:

6. Ok for Pune Location:

Thanks & Regards,

Saket

Phenom Placement

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Keywords:

Desired Candidate Profile

Education: Any Graduate - Any Specialization,Any Post Graduate

Experience: 0,16