



Aptus Data Labs is a promising Decision Science and Advanced Analytics company. We are a mission-focused team of data analysts, Technology experts, business domain experts, data science researchers, and technology architects, who have great knowledge in the field of Advanced Analytics.

To enable our growth and technology breadth, Aptus is looking for the **Senior Business Development manager** (Mid-level Executive) in the **Big Data and Data Science domain** with the following skills and job descriptions. If you have the right skill, energy, and interest to work for a technology start-up firm, please respond with your profile and contact coordinates to [staffing@aptusdatalabs.com](mailto:staffing@aptusdatalabs.com)

**Location:** Mumbai (1) and NCR (1)

**Technology Domain:** Data Management/ Big Data/ Hadoop, Business Intelligence, Data Science, decision science and Advanced Analytics

**Business Domain:** Banking & Finance, Retail and Consumer Industries, Manufacturing & Supply Chain, Healthcare etc.

#### **Job Description:**

- Willing/ Ability to work, manage and grow a start-up firm
- Willing to collaborate and work with partners, research organization and technology firm
- Responsible in selling vendor products (like Rapid miner, MapR, Yellow fin, Microsoft Data Platform etc.), industry & software solutions and consulting services on the above technology and business domain
- Must be working in providing technical, commercial and long-term benefit proposals with win-win approach and competitive pricing
- Responsible to achieve the sales and business targets
- Responsible to work with SMB, enterprises and independent consultants to mine the leads and accounts
- Must have experience in generating and managing leads, contacts and accounts using in any CRM tools (preferably Zoho, Salesforce etc.)
- Must be part of running campaigns and analysis of key KPIs on CRM
- Should have strong business acumen, understanding market intelligence reports (Gartner, Forrester, IDC etc.) and build the business foundation aligning with them
- Should be prepared to participate in Data Science and Big Data conference and summit (GITEX, CEBIT, GARTNER etc.)
- Willing to travel across regions

#### **Qualification and Experience:**

- Engineering graduate with MBA
- 5-10 years in sales & business development role in Big Data, analytics, business

intelligence and cloud space with ability to drive the sales to achieve target

- Must have experience in building a healthy partner and vendor relationship
- Must have sales experience in product, solutions and consulting engagement
- Must have experience in working with banking, manufacturing, healthcare and retail segments
- Revenue, Result and target achievement-oriented mindset