



Job Title: Client Director
Location City: Gurgaon/Bangalore
Industry: Consulting and Advisory Services
Company: Everest Group

Company Description

Everest Group is an advisor to business leaders on global services with a worldwide reputation for helping Global 1000 firms dramatically improve their performance by optimizing their back- and middle-office business services. With a fact-based approach driving outcomes, Everest Group counsels organizations with complex challenges related to the use and delivery of global services in their pursuits to balance short-term needs with long-term goals. Through its practical consulting, original research and industry resource services, Everest Group helps clients maximize value from internal transformations, shared services, outsourcing and blended model strategies. Established in 1991, Everest Group serves users of global services, providers of services, country organizations and private equity firms, in six continents across all industry categories. For more information, please visit www.everestgrp.com and research.everestgrp.com.

Job Overview

The global client director is responsible for the development and execution of the strategic management plan for multiple global accounts. This includes acquisition, retention, sales process execution, account management, business development, channel strategy, revenue attainment.

Responsibility

- Attain revenue as set by the sales organization
- Generate new leads and opportunities within assigned accounts
- Maintain a pipeline of qualified, active opportunities and manage them to closure
- Develop, document and gain agreement on the global account sales strategy
- Lead the acquisition of new accounts, along with retention and growth of existing accounts
- Orchestrate internal and external resources throughout the customer lifecycle
- Collaborate with marketing and other functional groups on an organization-wide account management plan and oversee its execution
- Participate in senior-level planning sessions
- Develop executive-level relationships

Education and Experience

We are seeking a high calibre individual to maintain our exceptional standards. This person should have:

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- 10 to 15 years of sales and/or sales management experience, including three to five years of global or strategic account management experience
- In-depth knowledge of global account management best practices - e.g. account planning, account development, executive relationship development, contracting and pricing
- Experience with RFI/RFP processes highly desirable