

JOB DESCRIPTION

Job Title: Manager - Sales & Business Development – Data analytics focus

We are looking for an experienced professional with relevant experience in sales and business development in IT products with a focus on data analytics products.

Candidates who have earlier worked with IT companies selling products focused on data analytics and data management.

Job Responsibilities:

- Candidate will be responsible for B2B sales and pre-sales activities (only sales will not work)
- Meeting new customers, and handling complete sales cycle from lead generation, calling, meeting, presentation, follow-ups, and closing deals
- Growth in business through new acquisitions and growing revenue from existing clients
- Manage customer relations and regular touch with them to understand their requirements
- Update the management regularly on the client's requirement and sales /closure status
- Meet the sales target on a quarterly / yearly basis
- Interact with internal teams, project team, technical team etc
- Efficiently & effectively map new markets and opportunities

Key Skills:

- Should be able to build a professional network and have excellent interpersonal skills
- Should be a quick learner and have the eagerness to pick up the domain aspects. He/ she should know our products as the individual will need to conduct demos and do first level discussions
- Should be dynamic, persistent, persuasive and rigorous
- Necessarily should have a good fluency in English, Bahasa and other regional languages (desirable such as Malay, Cantonese)

Mandatory:

- Should have 5+ experienced in IT product sales and /or IT consulting sales in Indonesia and the region
- Should have good knowledge and understanding of latest trends in data analytics in industries like financial services

Compensation:

Compensation for fresher would be RM 60,000 per year and social security, other contribution as per government guidelines + bonus

JOB DESCRIPTION

Recruitment drive

Position: Business Analyst (Techno-functional role)

Job Location: KL Malaysia

Here you achieve what you aspire for with tremendous growth opportunities for all team members and unlimited learning opportunities to scale your career and become a professional.

Sutra Management Consultancies in KL, Malaysia is part of parent entity Sutra Management Consultancies incorporated in Dubai, UAE. Sutra Management consultancies is a group of business advisory firms with uniform set of objectives and vision of providing advisory services in the areas of analytics, business strategy, risk management, marketing, financial crime compliance and big data consulting. We use the power of analytics to improve profitability, processes, increase market share of business and help the organization to comply with the regulations. Started as i3 Consulting, Sutra Management consultancies now has 15 years of success, having delivered 280+ projects, to 150+ clients, and has regional offices in Indonesia, India, UAE, and Saudi Arabia.

At Sutra Management we continuously mentor and train our team members and work on enhancing their personal and professional development. We work on diverse projects spread across different domains, thereby offering immense learning opportunities. We collaborate within the team, both formally and informally to create a positive environment in our work place and increase the value that we can add to the client's business.

Key responsibilities

- Understanding and analyzing client's business problems and business processes to provide solutions with structured approach to solve the problems
- Communicating with clients and assisting project leads, work collaboratively with other consultants and client team members to deliver the best business solutions in various industries (Primarily Banking and Financial Services Industry)
- Positive attitude & professionalism, taking ownership & responsibility, work ethics, and never say die attitude
- Work on techno-functional projects involving understanding business requirements, translating the business requirements into analytical / technology solutions, identifying data requirements, developing data models, writing codes to extract, transform and load data, creating client ready documents for the analysis delivered in word or power-point

Successful applicant would possess:

- Degree in Engineering, Computer Science, Finance, Mathematics, Statistics, or equivalent
- Up to 2 years of experience in related domain; freshers are also welcome to apply
- Language skills both written and verbal in English and Bahasa Indonesia
- Strong analytical and problem-solving skills

- Proficiency with MS-Office tools
- Willing to travel within Indonesia and abroad as per business needs

Preferred skills:

- Banking, finance and risk management, data management, machine learning, SQL, SAS, or python programming

For anyone who is interested in the opportunity, please share your application to: hr@sutra-management.com and ms1@sutra-management.com

For more information about us please visit our website: www.sutra-management.com

Compensation:

Compensation for fresher would be RM 60,000 per year and social security, other contribution as per government guidelines + bonus