WHITEKLAY

Date: Feb 9th, 2021

JOB DESCRIPTION:

PRE SALES EXECUTIVE

Key Responsibilities

1. Discover clients' needs through consultative selling approach

2. Collaborate with business and industry leads to understand client needs

3. Actively participate in internal sales events and plug into industry watch updates from industry vertical leads

4. Generate leads in creative ways and showcase our content value

5. Drive AI/ML technology adoption by consulting internal stakeholders and external partners

6. Qualify the deals to ensure go/no go decisions

7. Work cross-functionally within highly distributed and multi-cultural environments

8. Engage customers and tailor solutioning to unique needs

9. Identify new AI/ML technology niches of business interest

10. Prepare customer facing content and provide active thought leadership

11. Define and design a workable, profitable and differentiating proposals

12. Apply entire spectrum of AI/ML technologies to solve real world challenges our customers are facing

13. Prepare technical proposals and lead/drive cross-team collaborative proposals

14. Guarantee content credibility in defense meetings and deal closing phase

Role/Skills Requirements

1. Extensive experience within management and IT consulting services, focused on Enterprise Solutions, BI, Big Data, Analytics and AI/ML Space.

2. Strong track record of professional success, preferably in the Consulting Services arena

3. Subject matter expert to identify, develop, and implement Analytics and AI/ML techniques to improve engagement productivity, increase efficiencies, mitigate risks, resolve issues, and optimize cost savings and efficiencies for each client.

4. Have the technical expertise to be recognized by Impetus customers, prospects and partners as an authority figure in Analytics and AI/ML.

5. Knowledge of market insight and competitor intelligence.

6. Relevant Industry experience in architecting Analytics and AI/ML solutions for large clients across the globe.

7. Experience with gap analysis and strategic roadmap/blueprint development.

8. In-depth experience in defining an architecture utilizing any of the leading COTS/OSS technologies and should carry extensive experience in area of Business Intelligence/ /Big Data/Analytics and AI/ML solution architectures.

9. Experience on at least 2-3 end-to-end implementation projects as lead architect / solution architect, if possible

Qualifications

1. B.S in Computer Sciences , M.S CS / MBA BA is preferred

2. 1+ Years of Machine Learning development experience prospective Exposure of Computer Vision, Natural Language Processing, general Machine Learning and Deep Learning technologies. Handle daily operations including internal company CRM tools.

3. 2+ Years of general Software Development experience

4. Knowledge of data processing, big data, and distributed computing

5. Minimum one programming language knowledge; Python preferred language

6. Excellent written and oral English communications skill