

## Senior Sales Manager

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Join the winning team. Since 1989 CTI has maintained an excellent track record and growing footprint across America, Hong Kong, Singapore, Vietnam, India, Brisbane, and Sydney. We help to solve complex business and technical problems while delivering high quality services to clients across industries, including financial services, insurance and pharmaceuticals.

We seek out cutting edge opportunities for our consultants who deliver IT consulting, business process design, systems integration, and application design and management solutions for companies around the world.

CTI is looking for strategic thinking Sr. Sales Managers responsible for CTI's portfolio growth with Banking, Financial Services and Insurance clients.

### **Responsibilities:**

- Identify business opportunities and trends for end-to-end IT consulting solutions. This includes Lead generation and identification of new opportunities with existing, former and new clients, and strategic partners, in defined verticals.
- Qualify customers by determining needs, ability-to-buy, and decision making capability
- Articulate CTI's differentiation, value proposition and highlight business benefits of engagements
- Partner with internal delivery engagement managers to develop & present proposals that convey business needs, project approach, & client benefits. This includes planning revenue targets and ensuring on-track achievement with a focus on margin protection
- Execute negotiation and closing techniques to secure profitable business while positioning CTI's service offerings with customer contacts at CxO, IT, & vendor management levels
- Position CTI's frontiers through thought leadership/developing next generational offerings in Analytics
- Lead the sales process in a consultative fashion and work with delivery team to move leads to RFPs
- Support the RFPs by offering insights into new business partner's development prospects.

### **Qualifications:**

- 8+ years experience in selling Information Technology solutions, including analytics services for Banking, Financial services, Insurance, and Telecom is a must
- Must have experienced in developing new business and managing existing relationships
- Identify market opportunities and their key decision makers in need for analytics services

- Experienced working with onsite Delivery managers and offshore development teams to ensure successful service delivery and client satisfaction
- Analytical, flexible, cross functional and creative thinker
- Strong interpersonal, written and oral communication skills
- Excellent communication and presentation skills

**We offer base salary, commission, full benefits, flexible and friendly work environment.**

**All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin.**

**Qualified candidates please forward your resume to [careers@cosatech.com](mailto:careers@cosatech.com).**