

## About Tally

Over the last 35 years, we have come to be known as THE accounting software company in India. An estimated 7 or 8 out of 10 businesses in India use us as their system of choice. We also have a significant and growing international presence with teams in the Middle East, East Africa, South East Asia, and other South Asian Countries.

Over the next few years, we are hoping to impact the lives of several hundred million businesses across the globe with our vision of the future of business applications. Some other things you may want to know about us - we have the largest partner network in the IT industry in India with over 28,000 partners. We are a growing family with over 1000+ people, and have offices across the country, in the Middle East, in Africa, and in South East Asia.

Our culture accepts, includes, and promotes diversity. With an inclusive recruitment process, we ensure equality, fairness, and empowerment for all recruits and employees to access and enjoy equal opportunities to grow, irrespective of their background. We encourage diversity of all kinds, including but not limited to nationality, religion, sexual orientation, gender identification, belief system, caste, ideologies, ethnicity, age, disability, and background. We take conscious effort to attract applicants from different diversity dimension groups to achieve and maintain a workforce that shows diversity across levels and functions.



**AGM/DGM- Hub Accounts**



**10 years**



**Bangalore/Kochi**

## Who are we looking for?

- Excellent verbal & written communication skills.
- Excellent understanding of distribution.
- Excellent interpersonal skills and very good in networking.
- Ability to coach and mentor the team members.
- Good selling & negotiation skills.
- Good knowledge of SME business.
- Experience in Business Development, Market Development, Budgeting, Planning, development, and implementation of new business processes.

*Do follow us on our official social channels listed below to Stay connected!*



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## What will you be doing?

- Ensure requisite geographical - region wise presence of office, staff, IT infra as per agreed standard and quantity is available at optimum levels with back up by Tally Distribution Partner.
- Ensuring all team members get requisite products and tools certifications and TWS adoption.
- Identification of department SPOCs for easy flow of communications from TDP to TSPL at all SPOKE level.
- Assist TDP with Business planning, team target and incentive plans.
- Drive Hub level Top line - (adherence at all SPOKE locations).
- Periodic review with internal teams and TDP team on Business metric, policies, and processes etc.
- Jointly planning on market development activities, Periodic beat planning and budget allocation from TDP and TSPL.
- Execution of local campaigns for market development to create awareness in focus geography.
- Engage with TOP partners and assist TSPL in maintaining sustained relations.
- Assist Hubs in creating mechanisms conducive to address partner issues and grievance resolution.
- Periodic reviews with internal TSPL teams to identify operational gaps and mitigate those.
- Ensure no conflict of interest & no negative bearing in actions towards sales network related to TSPL products against other product transactions TDP is dealing with.
- Ensure sensitive partner data - customer data is used as per TSPL guided policy and not used for any other commercial gains.
- Ensure highest level of process adoption and hygiene.

Interested candidates could share their profiles to [girish.kd@tallysolutions.com](mailto:girish.kd@tallysolutions.com)

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