

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.

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



Cluster Manager



4+ years



Bangalore/Chennai/ Coimbatore/ Kochi/Vijayawada

Who are we looking for?

- Excellent interpersonal skills and very good in team administration.
- Excellent understanding of distribution and Hub and Spoke way of working.
- Good knowledge of local geography.
- Efficient in rout planning/ beat planning to get optimum reach.
- Very good in planning events and activities to ensure business growth.
- Efficient customer management
- Good selling and negotiations skills.
- Ability to coach and mentor the team.
- Excellent execution of initiatives and business processes for branch.
- Good knowledge of MS Office tools.

What will you be doing?

- Business planning across non-CP PBG network for assigned territory.
- Groom, coach non-certified partner network for overall development
- Groom - mentor SPOKE team for achieving optimized productivity, growth, and smooth network management.
- Ensure great customer experience for Non-CP customers via Taalmel rout.
- Improve business expansion/ territory spread and district penetration.
- Improve visibility and business share in retail - non-CP segment.
- All activities/ initiatives impacting non-certified partner expansion, business, and customer relations management.
- Influence and maintain infrastructure, operations, and efficiency of branch operations of TDP.

Interested candidates could share their profiles to girish.kd@tallysolutions.com