

## 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!*



**Business Manager**



**4 - 8 Years**



**Bangalore/Hyderabad/Kochi**

### Who are we looking for?

- Experience in developing and managing relationships with partner business groups to drive sales and revenues.
- Strong people and process managing experience.
- Good knowledge of SME business.
- Demonstrable strategic thinking abilities.
- Excellent verbal and written communication skills.
- Good selling, negotiation, coaching and mentoring skills.
- Proficient in MS Office (Outlook, Word, Excel).

### What will you be doing?

- Align regional team and partner network to Tally's business strategy and plans.
- Work closely with distributors, partner business group and provide strategic advice on increasing sales and expanding customer base.
- Partner with the business group in execution of business plan to drive KPI results and maximizes business opportunities.
- Measure and report on the performance of partners of different partner business groups, using metrics such as sales and revenue.
- Support all partner business group seamlessly and ensure stock availability at all distributor locations.
- Ensure planning, monitoring, and reviews of team performance and aligning their individual objectives to organizational goals.
- Desire to own projects and exceed expectations, with ability to find solutions and deliver results within a rapidly changing, entrepreneurial, technology-driven culture.
- Establish sales objectives by forecasting and developing annual sales quotas for regions and territories, projecting expected sales volume and profit for existing and new products.
- Motivate and energize the sales team to make proactive decisions in all their communications with partner business groups and clients

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