

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, Southeast 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 Southeast 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!



Sr GVLA Business Manager



6 - 9 Years.



Bangalore

Who are we looking for?

- 3-5 years of experience in Tally product integration and Product
- Ability Good Exposure and understanding of Tally products (Tally, TallyServer 9 and TallyDeveloper)
- Good Knowledge on Dealer Management system (DMS) and Finance Management system. (FMS) and its integration with tally
- Experience of direct customer engagement and product demo
- Self-motivated, goal-oriented & organized team player
- Good verbal and written communication skills. Should be a good listener, a presenter, and a people-person
- Should have eagerness to learn new technology and open for traveling across India for Customer Meetings
- Working closely with partner team to have Business cases supporting the GVLA Account Managers

What will you be doing?

- Responsible for identifying new Accounts, gauge business potential, driving business targets, plan and execute business focused activities in the assigned regions/zone
- Driving business goals, plan and execute business focused activities in the assigned geographies
- Support Regions -RSMs & KAMs in customer engagements
- Ensure complete understanding on methods of lead generation, conversion ratio, profile of customers, type of customers etc
- Identify, engage, and acquire businesses from govt. and very large account segments
- Share feedback on market and product to Team GVLA

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