

Territory Account Manager

Roles and Responsibilities

Sales Excellence

- Set strategy to achieve/exceed quota target.
- To ensure revenue target delivery and segment growth.
- Develop effective territory planning strategy and account plan for top accounts in the sector assigned. Match territory opportunities, industry insights with NTTDATA solutions portfolio.
- Ensure that all customers engaged at the appropriate level focusing on business needs and outcome, aligning NTTDATA solutions and services to address challenges and goals of the customer.
- Lead the orchestration, collaboration, and execution of close plans with Solutions Consulting (Pre-sales and Architects) and other cross-functional team members at the right time
- To pursue opportunities and win deals

Business Acumen

Actively understand each customer's technology footprint, strategic growth plans, technology strategy and competitive landscape. Assess opportunities in the market thru research i.e. Key Industry Trends and Issues affecting customer's business, Annual Reports, Press Releases.

Plan and deliver presentations that give prospects and existing customers' insights into how our solutions solve their challenges and achieve their business objectives focusing on how NTT DATA is uniquely positioned to help.

Demand Generation, Pipeline and Opportunity Management

- Follow a disciplined approach to maintaining a healthy rolling 3x pipeline Vis a Vis target. Leverage Principal GTMs funding programs to accelerate and close deals, work with Marketing to funnel pipeline into the assigned territory. Maintain White Space analysis and execution of initiatives (up sell and cross sell) on assigned customer base
- Implement and execute account-based campaigns to ensure maximum penetration of top accounts within your territory
- Maintain an accurate and current pipeline of opportunities in the CRM system.

**QUALIFICATIONS:**

- Sales Performer – proven ability to meet and exceed sales quota, ability to guide the clients in their customer journey matching NTTDATA selling activities with customer buying milestones.
- Demonstrated capability to understand Industry trends and challenges, Business and IT priorities from a customer’s point of view
- Align resources, orchestrate, and hold virtual pursuit team accountable to their commitments.
- Ability to connect and build strong, collaborative customer relationships with CxOps, and influencers in the decision making process.
- Solid knowledge of one industry required (i.e. Government, Education, Healthcare, Financial Services, Retail, Manufacturing, Automotive, Telco, Media, Oil/Gas/Energy, etc.)
- Experience in the software/services/solutions IT industry is essential
- Experience with executive selling, both business and technical
- Excellent communication and probing skills
- Demonstrated understanding of solution selling techniques and enterprise value based selling, complex sales training ideal (e.g., SPIN Selling, Complex Selling Miller Heiman, Large Account Management, Michael Bosworth, and Challenger.)