

**Karvy Global Services Limited**  
**Human Resources Department**

Job Title : Analyst – Sales Analytics  
Location : Hyderabad

**Summary**

This profile calls for an individual capable of working with large volumes of business and market data in the creation of insightful and actionable steps. The role involves the capability to search, collect and synthesize primary and secondary data on sales prospects and the identification of sales action triggers that lead to well thought-out, tangible and definite actions. The current position calls for very high levels of motivation and enthusiasm to work on challenging and target-driven assignments. This is an opportunity for the individual to work closely with the company's top management to help establish and consolidate this exciting green-field research practice.

**Experience**

- 4-5 years of experience in IT business development and lead generation for financial services companies. This includes banks, hedge funds, mutual funds and retail banks.
- The candidate should have experience in working on sales support campaigns, supporting sales teams and in certain cases making cold calls to prospects.
- The candidate should have a good understanding of the financial services IT landscape in the US. The candidate needs to understand product and the services marketing channels.
- The candidate should have thorough working knowledge of all leading sales productivity tools like Linked In, Hoovers etc.
- Ability to work with small teams and take the lead on assignments independently.
- Working knowledge of information sources like Bloomberg, Thomson-Reuters, Capital IQ etc., will be a definite advantage.

**Qualifications**

- Proven track record in the experience mentioned above.
- Good communication skills (written and verbal).
- Must be comfortable speaking to US clients on the phone.
- Willingness to work with a growing company with a start-up culture.
- Willingness to travel to the US if required

**Contact Coordinates**

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